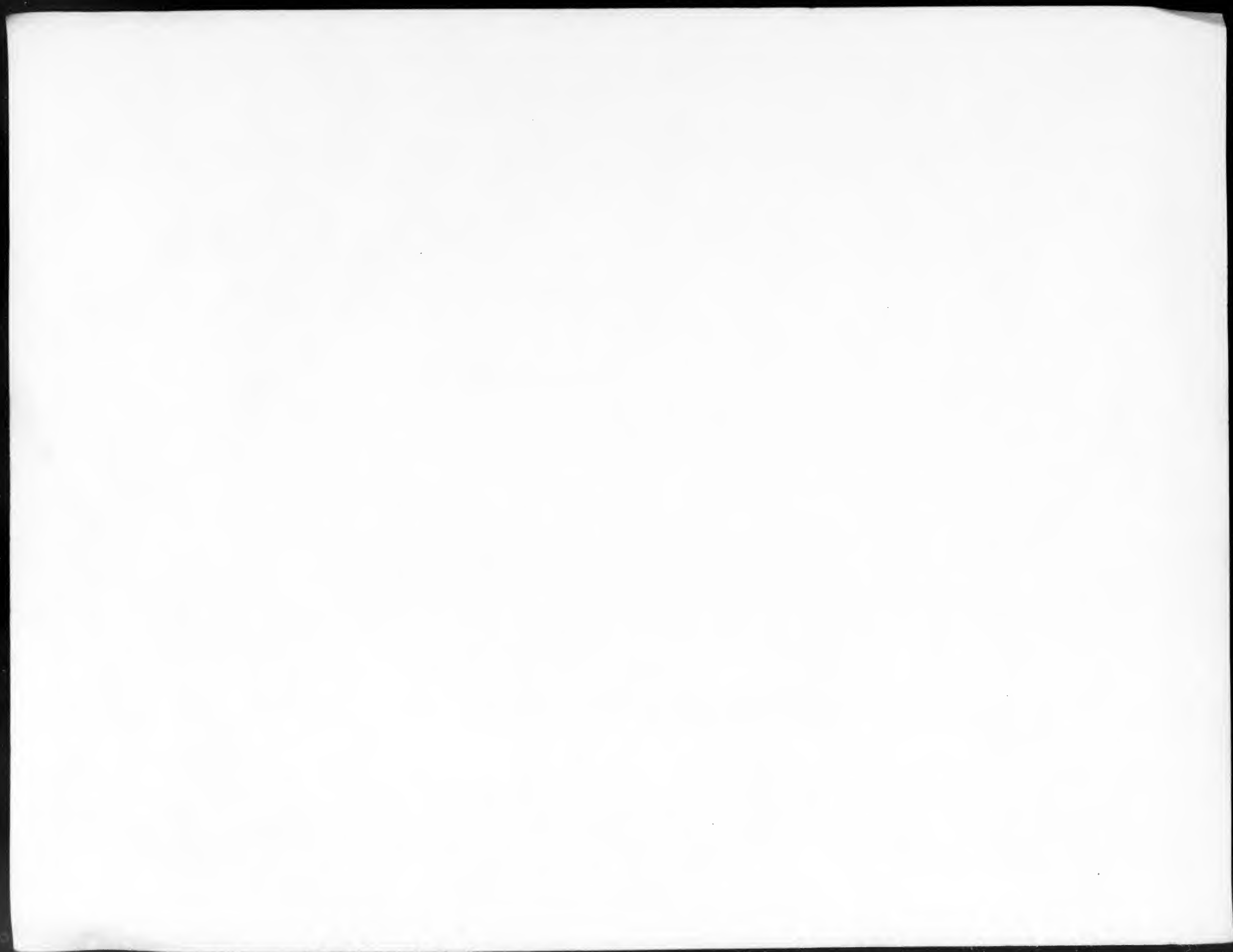


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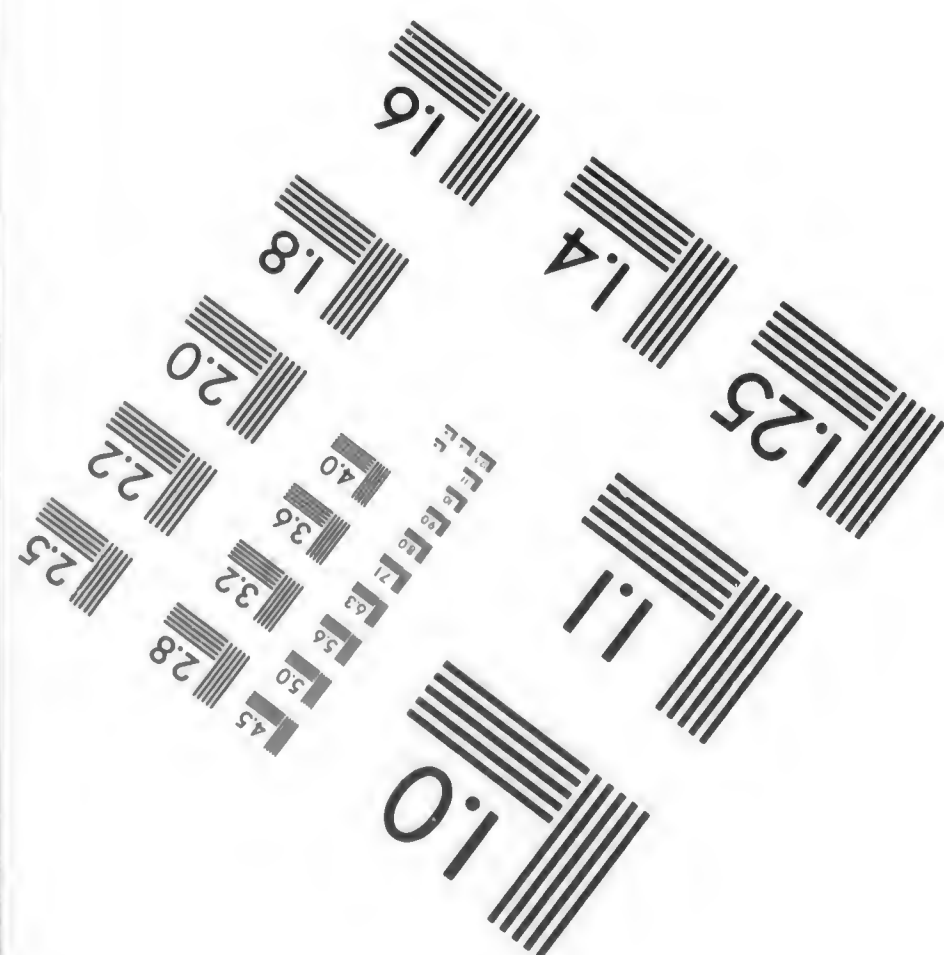
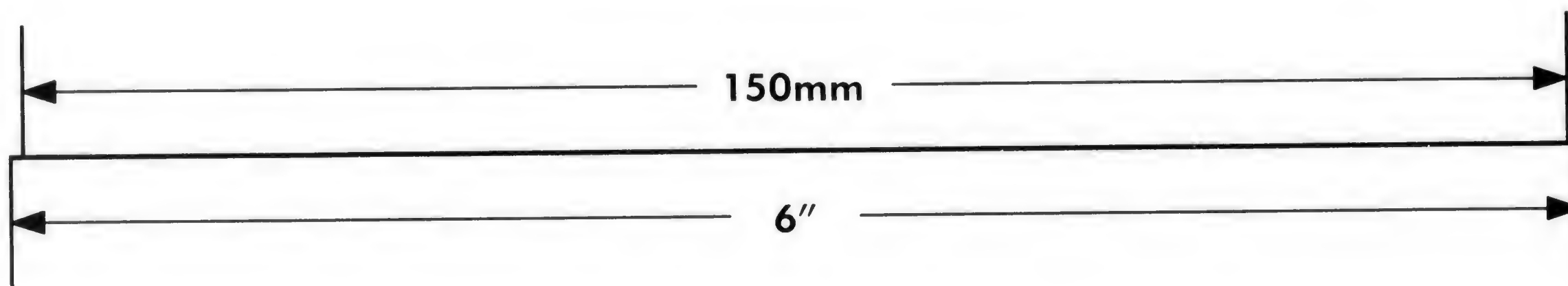
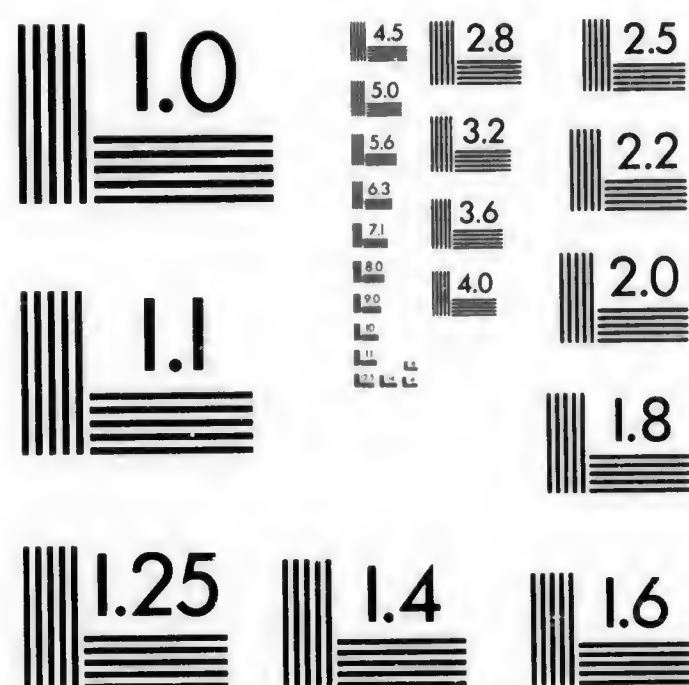
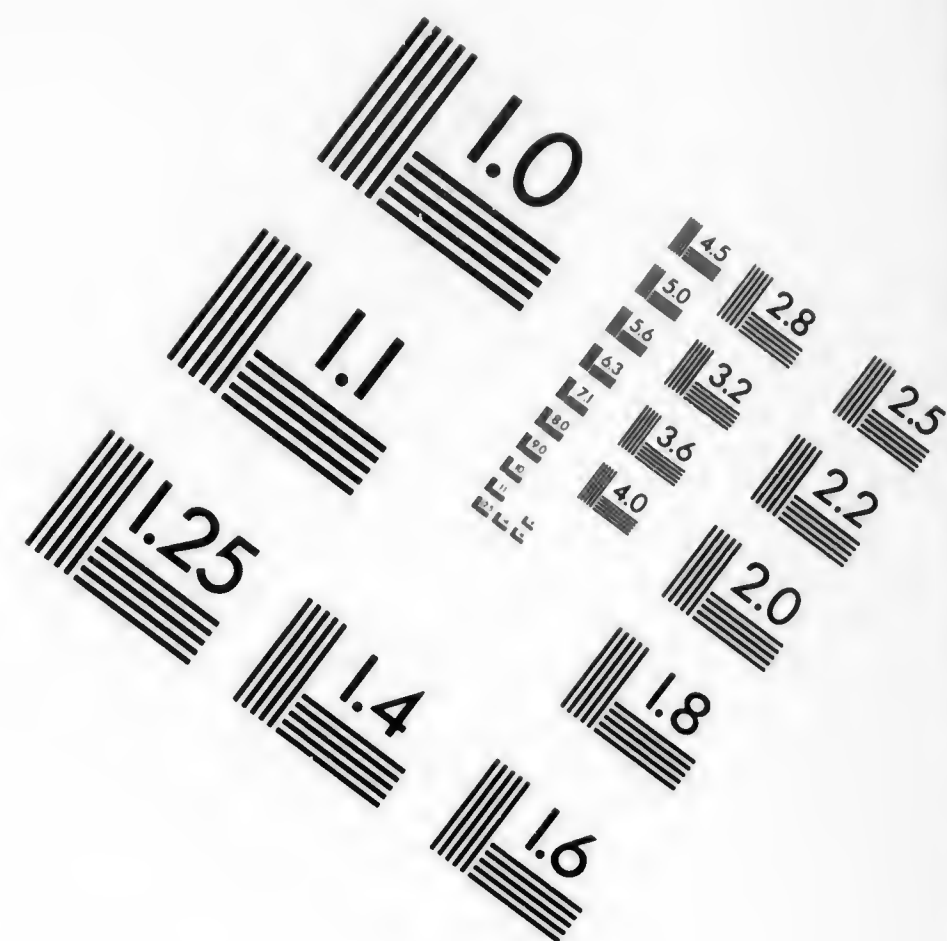
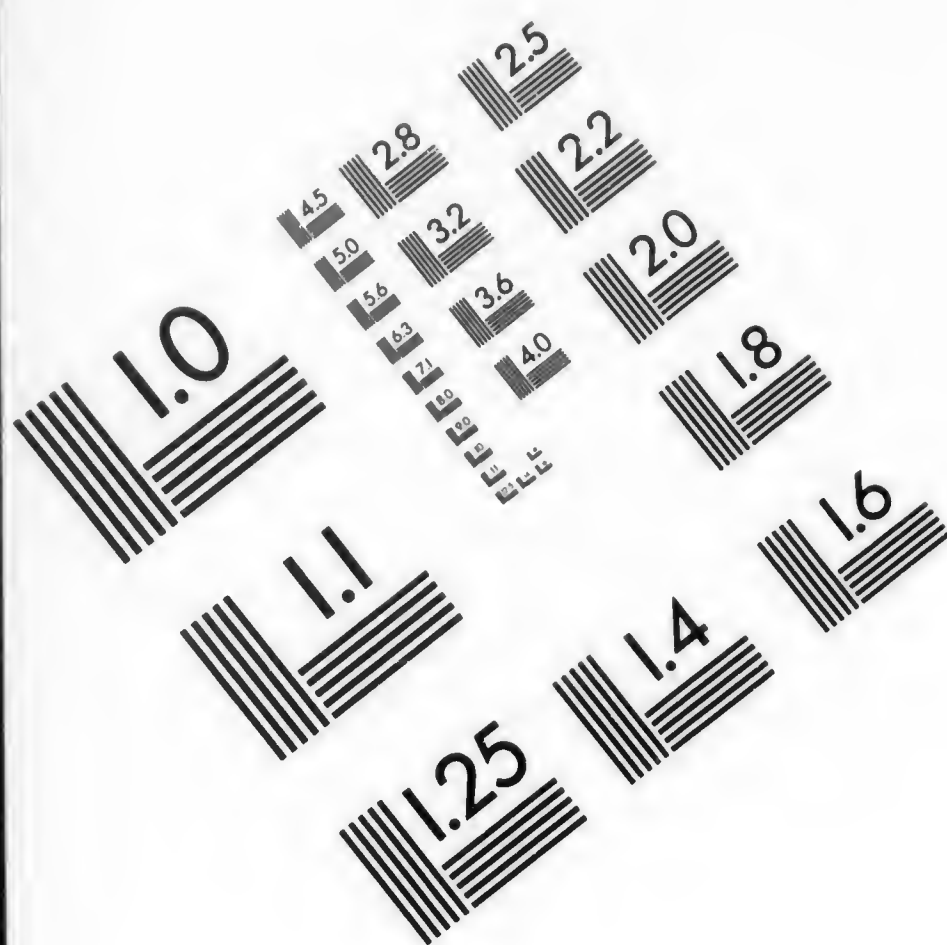
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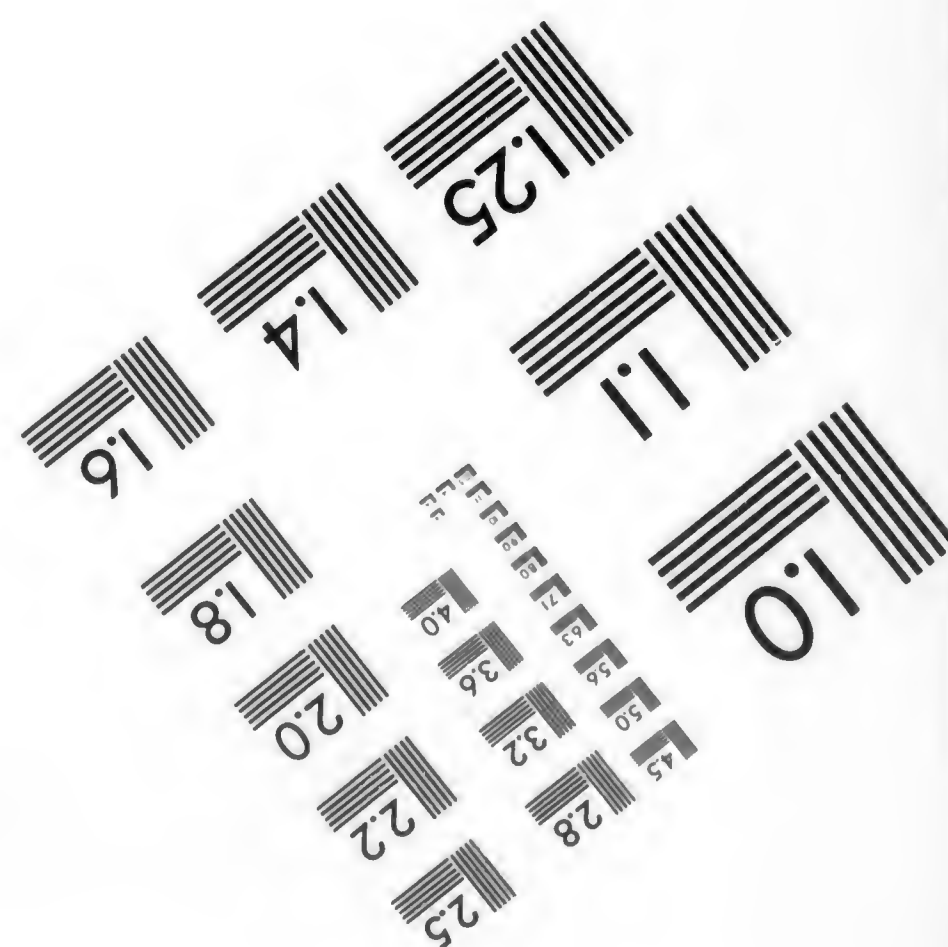


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1937-38

## YOU BELONG TO A BUSHEL CLUB

Perhaps you belong to the 400-Bushel Potato Club. But whether or not you are listed among the growers who are receiving congratulations on attaining the goals of this recognized state organization, you still belong to a bushel club.

Upon the basis of your potato harvest this past year, you can be classified. Are you satisfied with the rating which would be given you? If not, potash will help you to secure the yield and quality which will place you among the winners.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 400 bushels per acre uses 225 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

To insure a good crop against potash deficiency, apply 200 pounds of K<sub>2</sub>O per acre in your fertilizer.

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Vol. XIV

FEBRUARY, 1937

No. 2

## Potatoes on the Philadelphia Produce Markets

by R. B. DONALDSON

A recent study of the Philadelphia produce markets, conducted by The Pennsylvania State College in conjunction with the New Jersey Agricultural College and the U. S. Bureau of Agricultural Economics, indicates that a consolidation of all wholesale markets is essential. As Pennsylvania potato growers we might ask ourselves: "How would a consolidation of existing markets in Philadelphia benefit us?" Let us look at the situation as it now exists in order to answer this question.

There are at present five wholesale markets in Philadelphia, other than chain store warehouses, which are important in the handling of fruits and vegetables. These are the Pennsylvania Railroad Produce Terminal, the Baltimore and Ohio-Reading Terminal, the river front piers, the Dock Street market and the Callowhill Street market.

The two railroad produce terminals, which were built less than ten years ago, offer facilities for the physical handling and selling of produce received by rail only. There was a time, before the advent of the motor truck as a carrier of fresh produce, when these railroad terminals were of some significance as a market for Pennsylvania potatoes. In 1925 rail receipts of our potatoes amounted to 2,256 carloads; however, during 1935 such receipts had fallen to only 37 carloads. On the other hand, a total of 1,218 carloads of potatoes from Maine arrived on these markets during this same year. As the greater proportion of Pennsylvania potatoes now move to market by motor truck, and as the railroad terminals prohibit the sale of such arrivals, it is quite evident that these markets are no longer of any sig-

nificant importance to Pennsylvania potato growers.

The river front piers deserve our attention. In the winter months a considerable quantity of fruits and vegetables arriving by boat is unloaded at the various piers along the Delaware River, among which is an increasing quantity of potatoes. During 1935 a total of 1,042 equivalent carloads of potatoes arrived at the piers from Maine, in addition to those arriving by rail. Most of these potatoes arriving by boat are sold privately at the piers. Due to the lower transportation rates when shipping by boat, it is reasonable to expect that such receipts will increase. From these markets also are Pennsylvania potatoes excluded.

The Dock Street market and the Callowhill Street market receive nearly all of the fruits and vegetables brought into Philadelphia by truck. For this reason they handle practically all of the Pennsylvania potatoes sold in the Philadelphia market, except those sold direct to chain stores.

This being the situation as to physical facilities available for the sale of Pennsylvania potatoes, let us now look at the demand side of this picture. Dock Street and Callowhill Street are primarily markets for Philadelphia buyers. This is especially true of Callowhill Street where, according to the study just completed, between 85 and 90 per cent of all sales go to such buyers. Out-of-town buyers patronize the terminal markets and the piers to a greater extent than Philadelphia buyers, particularly when buying in large quantities, and these

(Continued on page 22)

364902



## The Potato Outlook for 1937

(Reprinted from a recent issue of *The Michigan Potato Growers' Exchange*)

"A slight increase in the acreage planted to potatoes in 1937 over that planted in 1936 is in prospect. On the basis of these increased plantings and if yields should be average, the United States production of potatoes in 1937 would total about 370,000,000 bushels. Such a crop is about average but would be about fifteen per cent more than the relatively short crop indicated for 1936 by October 1 conditions. A crop of this size would result in prices and incomes to growers somewhat less than what probably will be received for the short crop of 1936, but substantially higher than growers have received in other recent years.

"Because of the widespread summer drought and a ten percent reduction in the acreage planted to potatoes in 1936, production totaled 322,000,000 bushels (October indications) or about 65,000,000 less than the slightly larger than average crop of 1935. In the late States, the crop is fifteen per cent less than 1935, the shortage occurring only in the ten Central States; the eight Eastern States, and twelve Western States have either average or better than average crops. In the eleven early States the crop is twenty-three per cent less and in the intermediate States twenty-five per cent less than in 1935.

"Because of the shortage in the early, intermediate, and ten Central late States this season, prices of potatoes have held to unusually higher levels than during the greater part of the 1936 marketing season. On September 15, 1936 the United States farm price of potatoes averaged about \$1.14 per bushel compared with 48 cents a year earlier, and was the highest September 15 average since 1929.

"When the supply of potatoes is as short as it is during the 1936 season, an advance in price of potatoes in the late States may be expected from October to April or until the new crop supplies are sufficient to affect the price situation. Prices to growers for both the late 1936 crop and the early 1937 crop should be relatively favorable until the middle of 1937.

"Although the demand for potatoes is relatively inelastic (that is, small crops usually result in larger total returns to growers than do large crops) it appears that over a long-time period potato

growers would benefit, under present demand conditions, if they held their acreage close to the average of recent years or 3,300,000 acres. This acreage, with yields varying from 100 to 120 bushels per acre, and averaging about 113 bushels per acre, would produce an ample supply of potatoes for all domestic requirements and would return growers a fairly high level of total income. Under these conditions, the total United States production would vary between 330,000,000 bushels in years of low yields and 426,000,000 bushels in years of bumper yields, and would average over a period of years around 373,000,000 bushels. This average production would result in prices to growers that would tend to stabilize acreage at around 3,300,000.

### THE 1936 CROP IS UNUSUALLY SMALL

"The October report of the Crop Reporting Board indicated a United States potato crop of about 322,000,000 bushels in 1935 and 372,000,000 the average for 1928-32. The 1932 crop was extremely short in the early, intermediate, and 10 Central late States. The total crop in the eleven early States in 1936 is estimated at 25,896,000 bushels, or about 23 per cent less than in 1935. The commercial portion of the early crop was only 4 per cent less than in the previous year. In the seven intermediate States the 1936 crop is estimated at 26,091,000 bushels, or 25 per cent less than in 1935. The commercial portion of the intermediate crop is 15 per cent below that for 1935.

"The October indication for the 30 late potato States was for a crop of 270,276,000 bushels or about 15 per cent less than in 1935. In the eight Eastern late States, the 1936 crop is only slightly below average but slightly above 1935. In the ten Central late States where the shortage of late potatoes occurs, the 1936 crop is about 35 per cent less than the relatively large crop of 1935, and 28 per cent below average. On the other hand, in the twelve Western States the 1936 crop is about 7 per cent above average but about 5 per cent below 1935.

### MARKET OUTLOOK FOR THE REMAINDER OF THE 1936-37 SEASON

"Prices to growers should be relatively favorable until the middle of 1937. Based on previous surveys and present marketings, it is estimated that the January 1 stocks of potatoes on hand will be ap-

proximately 70,000,000 bushels. With average yields, the new commercial crop of potatoes in the 12 early States should total about 23,000,000 bushels, making the prospective available supply for the 6 months period (January to June 1937) approximately 93,000,000 bushels which compares with the supply of 112,000,000 bushels the previous year and an average of 120,000,000 bushels. It would therefore appear that prices for potatoes can be maintained at favorable levels until the heavy movement from the 1937 production begins late in June or early July.

### PROBABLE PRODUCTION IN 1937 ABOUT AVERAGE

"On the basis of analysis of the relationship existing between annual changes in the United States potato acreage and prices the preceding year and the second year preceding, the acreage planted in 1937 probably will be increased about 2 per cent over that planted in 1936. The relatively higher prices being received for the 1936 crop will tend to encourage growers to plant a larger acreage in 1937, but partially counteracting this tendency are the relatively low prices received for the 1936 crop.

"If there are average growing conditions in 1937, the slightly increased acreage would produce a United States crop of 370,000,000 bushels of potatoes. This crop would be only slightly below the 1928-32 average but would be nearly 50,000,000 bushels more than were produced in 1936.

"If there are average growing conditions in 1937, the slightly increased acreage would produce a United States crop of about 370,000,000 bushels of potatoes. This crop would be only slightly below the 1928-32 average, but would be nearly 50,000,000 bushels more than were produced in 1936. It follows, therefore, that if the potato acreage in the next few years were maintained at a level only slightly above that planted in 1936, potato growers could produce on the average enough potatoes for all domestic requirements.

### OUTLOOK BY REGIONS

"A summary of reports received in early October from commercial growers in the early and intermediate States indicates that the commercial acreage of potatoes in these areas in 1937 probably will be increased about 18 per cent over that harvested in 1936. These reports cover growers' intentions. Therefore,

the actual acreage planted in 1937 may be slightly different from present indications.

"Growers of commercial potatoes in the first section of early States (Florida and the lower valley of Texas) in 1936 produced about 8 per cent more potatoes than in 1935, because of larger yields. But, because of an active demand, prices in Florida were considerably higher than in 1935 and growers in the two States together received an average of \$1.45 per bushel, compared with \$1.11 in 1935. The October intentions-to-plant report indicates a 35 per cent increase of acreage in Florida for the 1937 season and a 15 per cent increase in southern Texas, making a combined gain of 31 per cent for these two sections. It is evident that the expected small storage holdings of northern or main-crop potatoes this winter are stimulating the plantings in these early Southern States.

"In the second section of the early commercial group (Alabama, California, Georgia, Louisiana, Mississippi, South Carolina and Texas other) the crop of commercial potatoes in 1936 was one-fourth larger than in 1935 as a result of larger acreage and better yields. Nevertheless, under a continued good demand for new potatoes, growers in this group of States received the high average of \$1.37 per bushel, compared with only 55 cents in 1935. Stimulated by these favorable returns during the last spring, this group reports an intended increase of 28 per cent in commercial acreage for 1937, South Carolina and California showing the largest percentage increases.

"A 6 per cent reduction of commercial acreage in 1936 and extremely low yields per acre (averaging only 91 bushels) caused the second early States (Arkansas, North Carolina, Oklahoma, and Tennessee) to produce only 4,200,000 bushels of commercial potatoes this year, or 34 per cent less than in 1935. Drought and excessive heat seriously affected this crop.

"The first section of intermediate States (Maryland, Norfolk and Eastern Shore sections of Virginia, Kentucky, Missouri and Kansas) had a relatively small crop of commercial potatoes this summer, caused by a slight reduction of acreage and low yields. Only 8,886,000 bushels were produced, about 21 per cent less than in 1935 and 48 per cent below the 5 year average. With old potatoes

(Continued on page 16)



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

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An advertiser is repaid in only one way—that is when subscribers read their ads, remember them, and act upon them.

The advertisers make possible the publication of your Association organ. It is obvious that without their help it would cost many times the amount you contribute to its support.

Many of the advertisements in this publication are seasonal, appearing only at times when you are, or should be, interested in the merchandise or equipment advertised, and therefore, they constitute a real service to the membership.

To make the GUIDE POST popular with those who make its publication possible, it is up to you members to read, remember and act upon the advertisements they publish. It is their only reward.

MEMBERS  
LET'S PATRONIZE OUR  
SUPPORTERS!

### EDITORIAL

The officers and members of the board of the State Potato Growers Association wishes to congratulate the participants from the different Vocational Schools and 4-H Clubs, including the instructors and leaders, who aided in the Youth Program of the Twentieth Annual Meeting of the Association during the Farm Show. This program and the work involved in staging it was in keeping with the philosophy of H. J. Kitzmiller, who said, "I know of no greater movement on the part of the State Potato Growers Association than that of fostering and encouraging the training of the youth in our State in the fundamental principles of potato production and marketing." The different schools and groups who participated in this program were as follows: Gregg Township Vocational School, Centre County; Lower Paxton Vocational School, Dauphin County; Hershey Vocational School, Dauphin County; Dayton Vocational School, Armstrong County; Dillsburg Vocational School, York County; Lewisville Vocational School, Potter County; Red Rose 4-H Chorus, Lancaster County; Lebanon 4-H Trio, Lebanon County; Reitz Brothers, Schnecksville 4-H Club, Lehigh County. We plan to give fuller recognition of the fine work done by these different groups in future issues of the GUIDE POST.

## To Those Who Have Not Renewed Their Memberships!

This is the Final Issue  
of The Guide Post to be  
sent to those who have  
failed to remit their  
1937 Membership Fee.

## Soil Fertility

(This is the text of a play presented by the Gregg Township Vocational School before the Pennsylvania Cooperative Potato Growers' Assoc. at the Farm Show.)

### CHARACTERS

Soil Robber-----Franklin Bartgus  
Little Spud-----John Shook  
Soil Builder-----Richard Feltenberger  
Big Yield-----Dean Hettinger

(Enter—Soil Robber and Little Spud from behind curtain or from rear, coming down the aisle and meeting center stage. Soil Robber is dressed as a pirate and brandishes a large sword labelled "improper rotation." Little Spud is dressed as a small potato by using burlap and excelsior.)

SOIL ROBBER: These potato growers have been after us for years and we have been able to elude them, especially those who follow my instructions. Now Little Spud, you and I have always been good friends and if left alone will always be happy.

LITTLE SPUD: Well it is this way Soil Robber. I feel that we are not getting the most out of our companionship—you see, I am not liked by the housewife—she says I am too small for best use.

SOIL ROBBER: That may be true but think of the other crops I make happy—I mean long rotations of the other farm crops such as corn, oats, wheat, red sorrel, and even timothy likes us.

LITTLE SPUD: Yes, but why should we worry about other crops—rotation of crops such as corn, oats, wheat and timothy have kept me small and unprofitable. That is why I say we are not liked by the potato grower and housewife.

SOIL ROBBER: Well Little Spud, in that respect you may be right, but I have been in this soil robbing game so long that it is a pleasure to see the potato grower giving my other friends some help. Men like Dr. Fritch of Macungie who used a three year rotation of potatoes, wheat, and clover for fifty years, destroy my plans and have no respect for you, Little Spud. If he had retained the old four-five year rotation you and I would have won our battle of depleting the soil and ruining the potato grower.

LITTLE SPUD: After all, I guess we should be happy—say Soil Robber, who are your best friends?

SOIL ROBBER: Our best friends are Erosion, Acidity, Improper Rotation, Acid Loving Plants, Lack of Humus, and Lack of Plant Food.

LITTLE SPUD: And who are your worst enemies?

SOIL ROBBER: Our worst enemies are 1. Proper land and soil utilization, 2. Lime, 3. Proper Rotation, 4. Legumes, 5. Humus, 6. Plant Food. The leader of this gang and the only man that might give us any trouble is Soil Builder. He may try to spoil our scheme of robbery.

(Enter Soil Builder dressed as a modern successful farmer and carrying the horn of plenty.)

SOIL BUILDER: Who spoke my name and said that I am an enemy of potatoes?

LITTLE SPUD: Soil Robber has been telling me that you are my greatest enemy.

SOIL BUILDER: My little friend, he is wrong in this. You shall see what I do to your sisters and brothers.

(Enter Big Yield dressed as a potato but three to four times as big as Little Spud.)

BIG YIELD: I am Big Yield. See what Soil Builder has done for me.

LITTLE SPUD: Why Soil Robber has been telling me that our best friends are Erosion, Acidity, Improper Rotation, Acid Loving Plants, Lack of Humus, and Lack of Plant Food.

BIG YIELD: But look Little Spud, what our friend Soil Builder has done for me. He claims that proper land and soil utilization, lime, Proper Rotation, Legumes, Humus, Plant Food has done all this. Why Little Spud, why do you have a greenspot?

LITTLE SPUD: The rains washed the covering off my face and I had to stare at the sun so long that I turned green. How could this erosion be stopped so that I would not get green?

SOIL BUILDER: Why your grower for the moment forgot that humus increases the water holding capacity of the soil like a sponge, improves the texture

(Continued on page 18)



## Farm Show Notes

(From a Potato Grower's Notebook)

It was estimated that 400,000 attended the 1937 Farm Show. Few people left without realizing the importance of the Pennsylvania potato industry or without knowing that well-graded Pennsylvania potatoes are now available in large quantities, packed in Blue Label bags.

The Farm Show issue of the *Pennsylvania Farmer*, among many other interesting articles, gave the Pennsylvania Cooperative potato marketing plan a real boost.

The booth of the Association made an excellent meeting place for potato grow-

our Sunday clothes on? Although some did not realize the significance of the commercial class, it was judged entirely on grade factors.

Requests for information about the Pennsylvania Cooperative marketing plan were received from a number of other States represented at the Show. More recently a request was received from the Dominion of Canada for full details.

Some women visiting the Show from Baltimore recognized the Blue Label bags, stating they were the best potatoes



ers. When vacant chairs could be found, it also afforded an excellent parking place for tired "dogs."

It was quite evident this year that the Farm Show has definitely outgrown its present quarters. A word to your local representatives in the legislature may assist in securing the much needed additions.

The commercial potato class was a worthwhile addition to the competitive display. It requires skill and good management to produce and select a prize winning exhibit in the fancy class but how are we doing when we don't have

they had ever been able to get on the Baltimore market. They added that more of the same kind would be welcome.

The Potato meetings all had a record attendance, averaging usually around five hundred persons. In fact, the Association was able to boast the greatest number of potato growers for the week of any Show.

The Association headquarters booth served well its purpose as a meeting place for potato growers and for friends of the Association. Its existence not only made it possible for growers and their families to rest during their tours about the Show Building, but made a con-

## Potato Growers' Hold Annual Meeting

The Annual Meeting of the membership of the Pennsylvania Cooperative Potato Growers' Association, Inc., held in the Fifth Street Methodist Church, at Harrisburg, Pennsylvania, January 19, 1937, claimed the largest attendance in the history of the Association.

Reports of the officers showed that exceptional progress had been made by the new potato marketing program sponsored by the Association and the entire membership showed interest and enthusiasm over the plan, pledging their hearty support of the project.

The principal item of business to come before the meeting was the adoption of a new set of by-laws, which was accomplished by the unanimous consent of the membership present.

Following the adoption of the new set of by-laws, which provided for a more equitable distribution of directors throughout the State, the membership elected the 1937 directors in accordance with the provisions of the new by-laws. The election results were as follows:

Eastern District: Roy Wotring, Schnecksville, Lehigh County, one year; Walter S. Bishop, Doylestown, Bucks County, two years; and L. O. Thompson, New Freedom, York County, three years.

In the Central District the following Williamsport, Lycoming County, one Directors were chosen: Philip C. Antes, year; Robert Wigton, Pennsylvania Furnace, Huntingdon County, two years; and Ed. Fisher, Coudersport, Potter County, for three years.

From the Western District: J. A. Donaldson, Emlenton, Venango County, was chosen for one year; J. H. Fisher, Boswell, Somerset County, for two years; and J. C. McClurg, Geneva, Crawford County, for three years.

Following the selection of the Directors, they in turn held their elections for the officers for the current year, which resulted in the reelection of Walter S. Bishop, of Doylestown, as President; the election of J. A. Donaldson, of Emlenton, as Vice-President, and E. B. Bower, of Bellefonte, as Secretary-Treasurer and General Manager of the Association.

venient place for them to renew acquaintances, their memberships and fulfill their curiosity concerning the marketing program. The booth undoubtedly gave an added prestige to the Association.

The Baking Booth proved a popular feature to all Farm Show visitors, as might be evidenced by the total potato sales which reached 27,000—and that Potter County proven quality encouraged many favorable comments from customers. They asked where these really Pennsylvania potatoes and how they could get potatoes like them. The answers, of course, were that they were Pennsylvanias and that they could be bought in Blue Label packages.

There was considerable advertising value for the Pennsylvania potato in the Baking Booth, for all customers left it well satisfied—and many of them after they had eaten several steaming baked potatoes.

The potato show contained the boys' competitive exhibits of unusual good quality, which certainly looks up to fine crops for future years. Unusual atten-

tion was also attracted to the splendid displays of the commercial sixty pound packs.

Machinery exhibitors found unusual interest in the new equipment on display and reported a decidedly good inquiry for seed, fertilizer, and spray materials. It is little wonder, for there was profound interest this year, and the potato equipment and supplies exhibits were of the best.

The Youth Program—something a little new—was well received by the membership—In fact, the Youth took the lead many times during the Show. This group honored Terry, Fritch, Snyder and Kitzmiller; presented a clever skit on soil building; another portraying the twiddler grower versus the grower with vision; and gave a remarkably clever take-off on the functioning of the potato deal as handled through the State office.

Harmonious sessions marked all of the business and program meetings. New phases of the marketing plan were explained to understanding interested lis-

(Continued on page 14)



## T. B. TERRY

by JOHN SCHRUM  
Dillsburg Vocational School,  
York County

T. B. Terry of Hudson, Ohio, was a household word among potato-minded people 50 years ago. It cannot be denied that his writings are epoch making in



"I am T. B. Terry—The boy who can raise a good crop of potatoes and do it every time, is entitled to honor and respect. He is a useful member of society and he is sure of a job anywhere, under any circumstances; for the commodity he produces, will be a staple so long as there are hungry people to be fed."

the history of the potato. He has done more to fire the imagination and arouse popular interest in potato growing, than any other writer in this country.

Terry marks the transition in agriculture from inaccuracies, based on traditions and superstitions, to facts based on experimentation.

Terry experimented with legumes in the potato rotation, and settled on a three-year rotation, of clover, potatoes, and wheat.

He experimented with soils and their preparation, manures, and their applica-

(Continued on page 17)

## Pennsylvania's Market Outlook

by D. M. JAMES

The January 1st "Storage Stocks" report released by the U. S. Department of Agriculture shows an estimated supply of 78 million bushels of potatoes held by growers and local buyers this year, compared with 104 million bushels held at country points last year. The supply in 1936 was sufficient for shipments of late potatoes to average approximately 650 cars a day from January 1st to May 1st. At the same proportionate rate of shipping as last year, the present supply would indicate a possible daily average shipment of slightly less than 500 carloads a day until the first of May. Recent shipments of late potatoes from all states have exceeded this figure, for the 2 week period ending January 25th having averaged 570 cars a day.

It is quite possible that total shipments from January 1st to May 1st will exceed an average of 500 carloads daily. The report of the U. S. Department of Agriculture states, "The apparent shortage of potatoes this year has resulted in an unusually heavy movement of culls and other low grade potatoes. Shippers and growers are trying to salvage as much of the crop as possible." Shipments of the new crop may be expected to be increased over a year ago, since early plantings have been considerably heavier this year than last. However yields of potatoes in Florida have been disappointing thus far, with blight damage prevalent in some fields. Shipments from Florida, Texas and California have totaled 475 cars through January 25th this year compared with 107 cars last year to the same date. This movement has had very little appreciable effect on the market.

The peak of the market for the season to date was reached around the middle of January when the best Maines realized \$2.90 to \$3.10 per hundred in Philadelphia and Pittsburgh. Shipments for the entire country had ranged between 400 and 500 cars for a few days before that price was reached. Shipments shortly jumped to over 700 cars whereupon prices eased 25c to 35c per hundred. This would indicate that at present high prices the markets of the country are unable to absorb as many as 700 cars

(Continued on page 14)

## NEW SPRAYER Mounted on CLETRAC For the Potato Grower

EXHIBITED AT THE PENNSYLVANIA FARM SHOW



This new sprayer available for the Model E-62 and E-68 Cletrac has been adapted specifically for the potato grower. It is a compact unit—easily and quickly mounted on or taken off the tractor—and will cover as many as 8 rows at one time. With this equipment it is possible to go into the fields and do your spraying at any time—regardless of soil conditions.

Write for further details.



THE CLEVELAND TRACTOR CO., Cleveland, O.



## POTATO CHIPS

To write a column for each issue of the GUIDE POST containing morsels of news of particular interest to Pennsylvania potato growers, facts both frivolous and serious, for your entertainment—and perhaps containing some enlightenment about this vast industry. With the courtesy of your forbearance we will try it once. If it fails to register, write “thumbs down” to the editor and we’ll never do it again.

The 1936 Farm Show is now a memory, and need we say, a very pleasant one. The potato meetings and banquet were overflow affairs with much enthusiasm shown for the future of potato growing. Someone estimated that 5,000 Pennsylvania potato growers attended the Show during the week. Doc Nixon wanted to know “Where are the other 25,000?”

Plenty of notables at the Banquet including Hon. J. Hansell French, four members of the General Assembly including the chairman of the Agricultural Committee, Fred W. Johnson and many distinguished visitors from other States. And didn’t you enjoy that “Song without words (or music)” rendered by Stuart and James?

Hats off to Denniston and to the vocational boys—and girls—who staged the potato production and marketing skits. They were well planned and well executed. This change from the usual Farm Show meeting was unique, refreshing and greatly enjoyed by an attentive audience.

The Baked Potato Booth has become a traditional fixture of the show. Heard several visitors state that the delicious baked potatoes are one of the best features of the entire show.

Doc Nixon’s babies at Hershey are reported doing very nicely, thank you. If he doesn’t get THE Pennsylvania variety out of that thrifty-looking bunch of seedlings, I’ll be surprised. Mr. M. S. Hershey deserves the gratitude of every Pennsylvania grower for the facilities he is freely offering Dr. Nixon in his tireless search for the variety which will be the last word for culture in the Keystone state.

When is a night not a night? The answer is when it’s a Whitenight. Our Ex-Vice President has got himself a job in the Legislature at Harrisburg. More power to you, “M. P.”

Some man writes that he is tired of reading about Pennsylvania spuds in every newspaper he picks up. “Why this wave of publicity?” he asks. Why not, we have a 30 million dollar industry and advertising pays big dividends, especially when it is free.

Our neighboring-stater, Daniel Dean, expresses the opinion that within some few years February first will practically end the selling season for late potatoes, because of greatly increased acreages in the far south. Sounds a little phoney but consider what has happened to late cabbage within the last decade. Something to think about, anyway.

Seed certifier, K. W. Kauer, reports that nary a complaint has been received this year against Pennsylvania certified seed which is officially tagged. These spuds are stacking up with the best from anywhere. Greater use of Pennsylvania seed will help us to help ourselves. The centralized sales could be admirably handled through the Bellefonte office.

Looks like a big increase in Kahtahdins for Pennsylvania in 1937. Solid carloads of seed reported coming in. Nice-looking tubers but cooking quality is too good. Maine is reported easing up on them and it may be well for us not to overdo it either.

A job I wouldn’t want is that of the ex-soldier, “Eb.” Bower. They say he eats aspirin tablets as if they were cough drops. Not surprising because 30,000 potato growers can cause one man plenty of headaches.

Maine has shipped more carloads of certified seed than during any previous years. The demand has been so active that much inferior stock may be offered in the Spring from various sources for “selected seed.” Be extremely careful that you receive what you purchase.

(Continued on page 16)

## MICHIGAN CERTIFIED SEED POTATOES

### *Real Seed Value*

Plant seed grown by Michigan’s outstanding growers and highest yielding fields: Seed free from disease and stored in the best potato storage warehouses in Michigan. Graded to meet your approval.

Michigan’s outstanding growers produce big yields of clean seed by:

**Using Certified Seed.**

**Maintaining Tuber Unit Seed Plots.**

**Preparing good beds by following long crop rotations.**

**Spraying well throughout the season.**

**Removing all diseased plants from fields.**

Chief Petoskey Brand of Certified Seed Potatoes are grown by Northern Michigan’s most consistent high yield growers and sold by their own Marketing organizations.

Chief Petoskey Brand Certified Seed Potatoes will yield well for you. Insist on having your this year’s requirements come from

## Michigan Potato Growers Exchange

CADILLAC, MICHIGAN



## EDWARD KOSA



Lewisville, Potter County

Champion grower for 1936 with a yield of 605 bushels on a measured acre. This fifteen year old boy was a member of the Ulysses-Bingham 4-H Club and a member of the Lewisville Chapter of the Future Farmers of America. His champion acre was grown as a Vocational Project as a member of the Lewisville Vocational School. In addition to becoming the champion grower for the year, he was awarded a medal for the outstanding Junior Potato Project in the State during the Farm Show.

## PENNSYLVANIA'S MARKET OUTLOOK

(Continued from page 10)

daily without price concessions. The action of the market has also indicated that with a normal, steady supply of between 500 and 600 cars shipped daily, the demand remains firm with the tendency for a slow, gradual price advance.

The shrinkage of the crop stored this season has been unusually heavy. The Government report states "In most states, the unseasonably warm weather since December 1st has tended to increase shrinkage." Early shriveling and sprouting have been reported in some

## INTEREST IN GRADING GROWS ON FARMS

(Taken from the Weekly News Bulletin published by the Pennsylvania Department of Agriculture)

Increasing interest in standardized grading practices among the farmers, truck gardeners, and fruit growers of Pennsylvania is reflected in the unprecedented demand for a bulletin on "Official Grades for Fruits and Vegetables in Pennsylvania," recently issued by the Department of Agriculture.

James L. States, acting director of the Bureau of Market, reported today that his office has been flooded with requests for this publication ever since the present edition came from the presses a few weeks ago.

The bulletin explains the standard grades and contains the legal weights per bushel of farm crops and the State laws relating to the packing and marketing of fruits and vegetables.

## FARM SHOW NOTES

(Continued from page 9)

teners; new By-laws for the Association were adopted at the business meeting; and a new Board of Directors was well chosen for the year 1937.

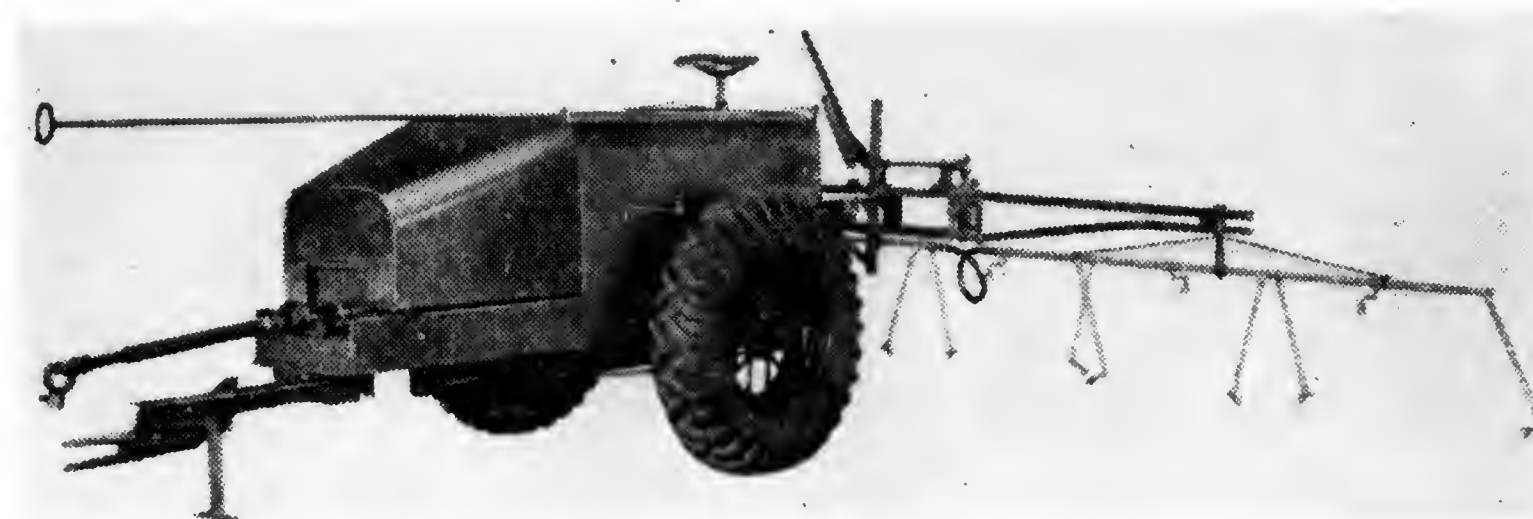
The Annual banquet of the Potato Growers was one of the features of the Show. Dr. Nixon acted as Toastmaster, and did a splendid job of it. Secretary of Agriculture J. Hansell French spoke briefly but definitely in high regard and favor of the marketing program, and pledged the hearty support of his Department; Edward Kosa, Pennsylvania Champion grower for 1936, was also honored at the banquet.

The Wednesday sessions on production and marketing problems brought promise of better varieties and interesting and worthwhile reports on the progress of the marketing program.

sections of the state. A continuation of the unseasonably warm weather will tend to reduce the merchantable supply now held but will of course discount a certain amount of price advance through the loss in tonnage resulting.

## BEAN POTATO SPRAYERS

are leading in popularity  
because they give control



All Pennsylvania Growers using Bean Potato Sprayers can point to good yields of high quality.

More and more Growers are standardizing on Bean Sprayers because they want results and because Bean Sprayers are of advanced design, assuring them of the latest and finest in Sprayers.

Any Bean Sprayer will make money for you.

WRITE FOR CATALOG

JOHN BEAN MFG. CO.

DIVISION FOOD MACHINERY CORPORATION

LANSING

MICHIGAN



## THE POTATO OUTLOOK FOR 1937

(Continued from page 5)

gone from the market, the shortage in these intermediate States and the strong demand for new potatoes resulted in favorable prices to growers. The average price was about \$1.30 per bushel, as against a low price of 40 cents in 1935. Early reports from growers in these States indicate an 8 per cent increase of acreage for 1937, mostly in the Norfolk section of Virginia and in Maryland.

"The second group of intermediate States (New Jersey and Nebraska) had about the same acreage of commercial potatoes this year as in 1935 but some-Both of these States are planning to what lower yield per acre. The commercial crop of about 7,500,000 bushels was five per cent less than that of 1935, but far above average production. The high prices and active demand which had prevailed in earlier states continued into the marketing period of this group and the average price to growers was \$1.11

per bushel, nearly three times the average price for 1935. Both of these States are planning to make a ten per cent increase of acreage in 1937.

"In the late States, prices for the 1936-37 marketing season are expected to average much higher than in 1935-36, but it is probable that the acreage planted in 1937 in these (late) States will be increased only slightly. The effect of the higher prices in the 1936-37 season probably will be offset largely by the lower prices received in 1935-36."

## POTATO CHIPS

(Continued from page 12)

High prices on spring delivery seed invariably means that the buyer must "know his onions."

Flooded warehouses have recently caused delayed deliveries of Blue Label potatoes to the Smoky City, so that packing operations in Western Pennsylvania counties have slowed down. Our deepest sympathies are extended to the

February, 1937

THE GUIDE POST

17

victims of the worst flood in the nation's history.

—"William Shakespod"

## T. B. TERRY

(Continued from page 10)

tions, and said, "I would, if I could, use enough to grow as heavy a crop of clover as could well grow, both that grown after the grain, and the first and second crops the next season."

He experimented with deep and shallow planting, and decided to plant four inches below the level.

He experimented with cultivation and perfected the use of the weeder, and cautioned against deep cultivation.

Terry experimented on when to plant and decided on early planting, and stuck to it.

He experimented on "green sprouting of seed," and decided it was uneconomical.

Terry wrote a whole chapter on "Potato Growing as a Specialty," and decided that, "Instead of being a jack of all trades, and particularly good at none, he can have a chance to excel in one direction."

(Presented at the Twentieth Annual Meeting during 1937 Farm Show.)

## FARMERS!

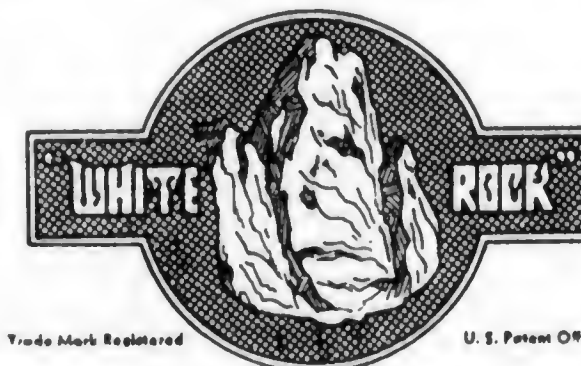
Get the "Order Lime This Month" idea. Ordering liming materials now means avoiding delays during the rush season; means the advantage of good roads for transporting it; means larger profits from legumes. Legumes are valuable to soil and feed. They cannot live on sour soils.

### Whiterock Agricultural Pulverized Limestone

CaCO <sub>3</sub>	93.00	CaO	51.00
MgCO <sub>3</sub>	1.50	MgO	.75

### Whiterock Agricultural Nittany Brand

HO	Hydrate	MgO	.55
CaO	70.00	Insoluble	.98



WHITEROCK QUARRIES  
Bellefonte, Pa.

# CERTIFIED SEED POTATOES

## NORTHERN MICHIGAN RUSSETS

The variety that has stood the test. Grown in a section that demonstrations have proven best for production of vigorous seed. Shipped direct to your destination in new branded bags—a pack of well sorted, clean dormant seed potatoes.



## MAINE IRISH COBLERS

A dependable source grown by leaders in certified seed work in Aroostook County. Selected while growing in the field and accepted only when meeting rigid requirements. MAINE COBLERS are known as the source producing the blocky uniform type which gives the least amount of throw-outs when preparing table stock to U. S. standards.

When you have planted high quality seed you will have met the first essential in producing a profitable crop. Ask for prices.

"Every Bag Must Be Right"

## DOUGHERTY SEED GROWERS

WILLIAMSPORT

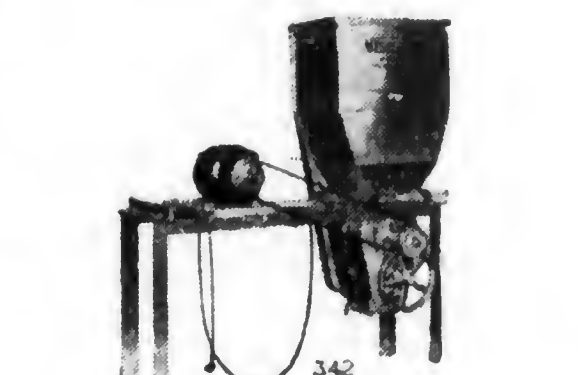
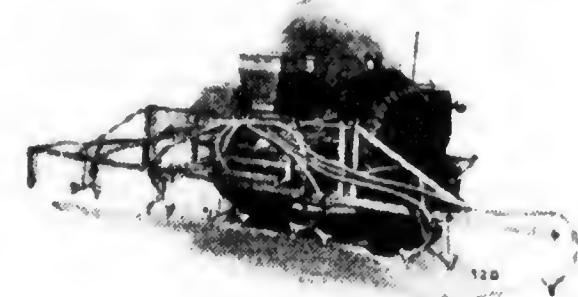
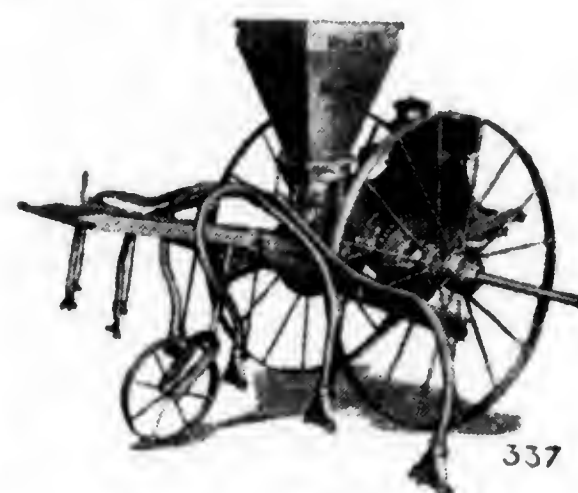
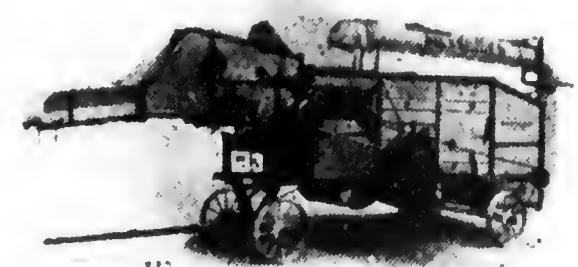
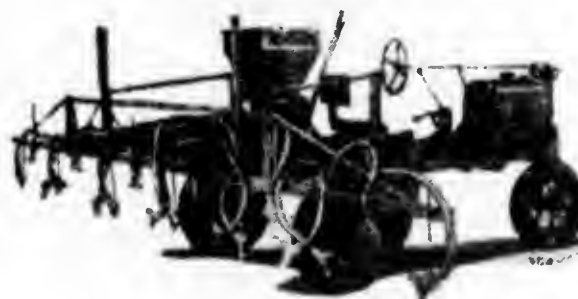
PENNA.

# MESSINGER SINCE 1857

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SIZES

DUST MIXER

MESSINGER MFG. CO., GP Street, Tatamy, Pa.



**SOIL FERTILITY***(Continued from page 7)*

and structure of the soil. Again some soils are too poor and are fit only for trees or for permanent pasture. Do you know why you are so weak?

**LITTLE SPUD:** Yes. Soil Robber gave so liberally to corn, oats, timothy, and weeds that there was scarcely enough left for me to keep alive. I was hungry most of the time. Now just today I heard someone talking about humus. Is that something to eat?

**SOIL ROBBER:** No you can't eat it and the farmer can't sell it.

**BIG YIELD:** That is right, but it does hold water and it does make the soil loose and easy to grow in. Which crops supply the most humus, Soil Builder?

**SOIL BUILDER:** The crops that supply the most humus are soybeans, alfalfa, and any of the clovers.

**SOIL ROBBER:** It takes a lot of work and money to grow these crops while it is a lot cheaper and easier to grow corn, wheat, oats, and timothy.

**SOIL BUILDER:** Surely, it is easier, but most farmers look far enough ahead

to be willing to do all this to attain a big yield.

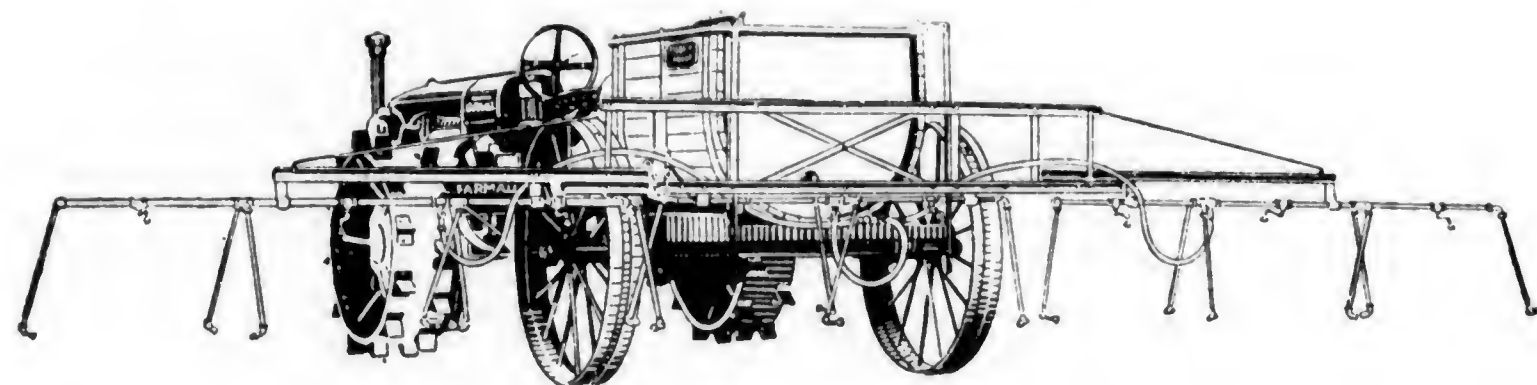
**SOIL ROBBER:** And it costs a lot of money to apply commercial fertilizer at the rate of 1000 pounds per acre.

**SOIL BUILDER:** The plants must have something to eat. The most successful growers apply that much and have more money in the end. They call it a good investment.

**SOIL ROBBER:** And a potato can't eat lime and lime also costs money. Farmers don't have time for such tommy rot.

**BIG YIELD:** The soil was just right for me. This lime unlocked the pantry of the soil that was filled with Nitrogen, Phosphorous, and Potash. Boy do I like them? They make me fat. I am plump too, because there was plenty of humus which kept plenty of drinking water for me all the time and I was never thirsty. Say, Mr. Soil Builder, how does a short rotation add humus to the soil?

**SOIL BUILDER:** Well a short rotation of wheat, a legume, and potatoes gives the legume the field one-third of the time to add food and humus. Legumes

*(Continued on page 20)*

**H**ARDIE provides for every job a high pressure, big capacity row sprayer that gives the maximum of coverage with the minimum of material and cost. There are no field delays due to clogged nozzles, strainers, pump or engine trouble. Hardie row sprayers are built in all sizes—engine equipped outfits to spray from 3 to 10 rows—tractor trailer sprayers, powered by tractor engine and spraying from 6 to 10 rows—truck mounted

and truck engine powered row sprayers for the big jobs requiring equipment to do a fast, economical job on 8 to 10 rows — traction powered sprayers for small acreages.

Write for catalog.

**THE  
HARDIE MANUFACTURING  
COMPANY**  
Hudson, Michigan

**HARDIE**  
DEPENDABLE SPRAYERS

**TAGGART****Paper****POTATO****BAGS**

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve **TAGGART** protection.

Manufactured by

**TAGGART BROTHERS COMPANY, INC.**

Factories and Warehouses

Nazareth, Pa.

Watertown, N. Y.

Office

230 Park Ave., New York, N. Y.



**SOIL FERTILITY***(Continued from page 18)*

are the best producers of plant food and humus.

**LITTLE SPUD:** I begin to see how I could have become a large plump potato that my grower would have been proud to bring to this Farm Show. A potato that any housewife would be proud to peel and cook. Mr. Soil Builder, here are the ones that were supposed to be my friends but who really are the friends of Mr. Soil Robber. (Loosens string and reads all them to the audience.)

Erosion  
Acidity  
Improper Rotation  
Acid Loving Plants  
Lack of Humus  
Lack of Plant Food

Now, who are your best friends?

**SOIL BUILDER:** Here are my friends (Loosens other set of charts and reads.)

Proper Land and Soil Utilization  
Lime  
Proper Rotation  
Legumes

*(Continued on page 22)*

### **Cambria County Certified Seed Potatoes**

Cambria County Certified Seed Producers have a high altitude, cool climate, light soil, and good storage.

Buy Cambria County Certified Seed and get strong vitality and excellent culinary quality from fields producing over 400 bu. per acre. Support the aims of the Penna. Potato Growers' Association, "Penna. Markets for Penna. Growers," and save money at our price—\$1.85 per bu. truck loads.

WHITE RURALS AND RUSSETS

**Cambria County Certified  
Seed Potato Producers  
Association**

J. A. FARABAUGH, Salesman  
Bradley Junction, Pa.

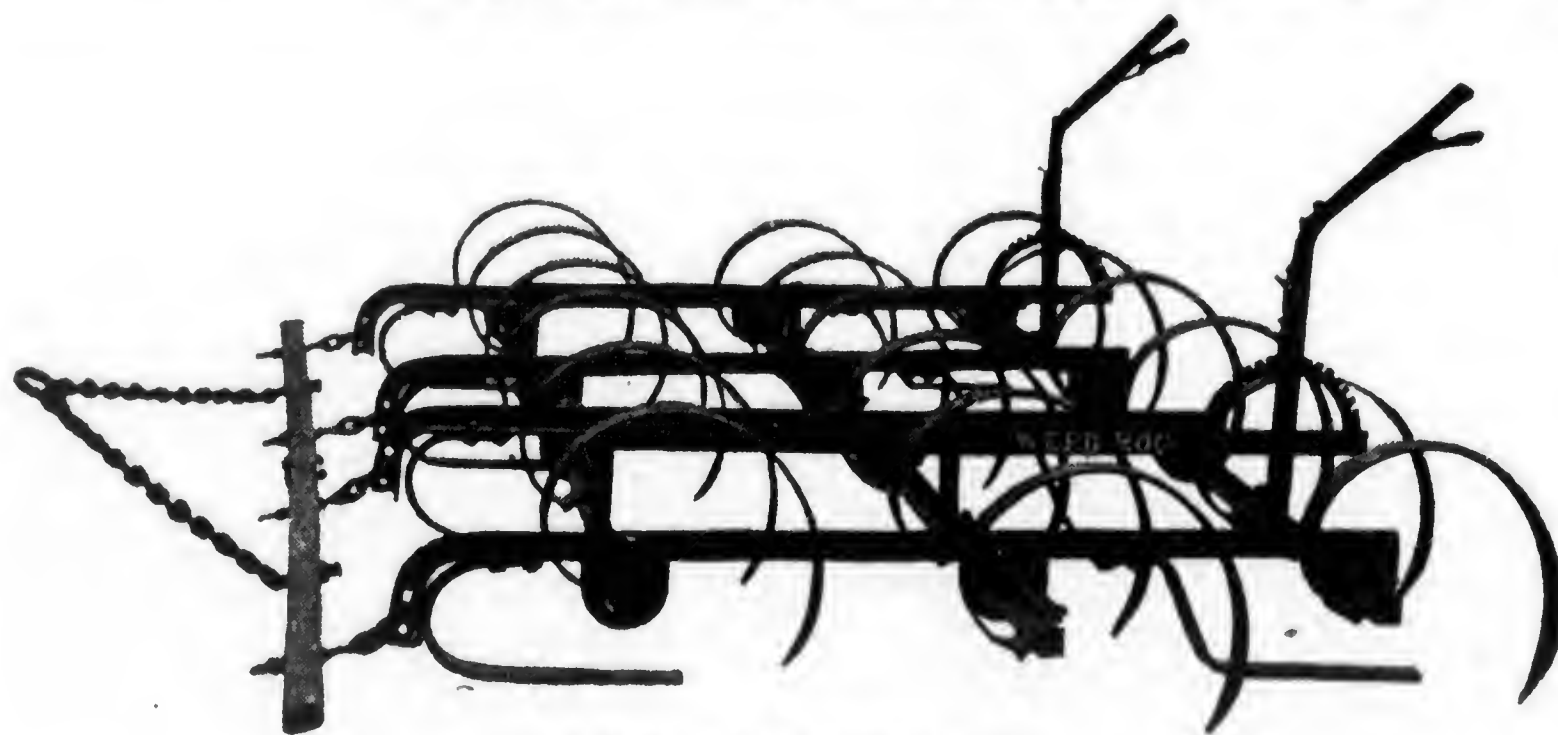
### **THE POTATO GROWER'S CHOICE**

Deep working, spiral shaped teeth dig like a plow, creating the PERFECT SEED BED potato growers must have. Plowed under cover is shredded and strewed THROUGH the plowed depth. Makes a moisture reservoir that means money in the bank.

### **BABCOCK HI-BAR WEED HOG**

A completely FLAXIBLE tillage tool with extra high frame and under slung tooth bars. Gives greater clearance; freedom from clogging; a fast worker that lowers field costs.

ONLY BABCOCK MAKES THE WEED HOG



18T 7 6" cut for 10-20 tractor

Ask for Folder  
WH-8 . . .

also

Babcock  
raised frame  
SPECIAL  
Spring  
Harrow

and

Babcock Re-  
mote Control  
HD Spring  
Tooth Harrow

Babcock Mfg.  
Co.

Leonardsville,  
N. Y.

*If you are a . . .*

## **PROGRESSIVE POTATO GROWER**

YOU ARE USING

# **AMMO-PHOS\***

*High-Analysis Complete Fer-  
tilizer containing 30 to 40%  
plant food.*

**You Are Reducing**  
your hauling and  
handling charges.

**You Are Producing**  
more and better potatoes  
at less cost per bushel.



## **AMERICAN CYANAMID COMPANY**

*Manufacturers of 'Aero' Cyanamid and 'Ammo-Phos'*

30 Rockefeller Plaza

New York, N. Y.

\*—Reg. U. S. Pat. Off. and Prin. Foreign Countries



## POTATOES ON THE PHILADELPHIA PRODUCE MARKET

(Continued from page 3)

buyers together with chain stores account for 45 to 50 per cent of all produce sold in Philadelphia.

Because of the facts just enumerated, Pennsylvania potatoes are being penalized on the Philadelphia markets. Our potatoes are not and can not be offered for sale in competition with potatoes from Maine on the terminal markets or on the piers. The situation then is this: Potatoes from Pennsylvania are practically excluded at the present time from the markets which are patronized by large local buyers and buyers from out of town. On the other hand, potatoes from Maine and other competing states are sold in all markets. Therefore, they are in direct competition with our potatoes on the Dock and Callowhill Street markets; whereas Pennsylvania potatoes are not sold at either the railroad terminals or the river front piers. Pennsylvania potatoes are not available to the entire buying power of the Philadelphia market; and because of this situation we are not reaching all the potential buyers for our potatoes.

As Pennsylvania potato growers we

should be vitally interested in any move to consolidate the markets of Philadelphia, if for no other reason than the fact that all buying power would then be concentrated and our potatoes would be available to all classes of buyers. Such a consolidation would also make possible the solution of such problems as unregulated selling hours, unethical trade practices, and congestion.

## SOIL FERTILITY

(Continued from page 20)

Humus  
Plant Food

(Little Spud then motions for Soil Builder and Big Yield to lean over. He whispers and they all nod agreement. Big Yield walks to the front of Soil Robber and says, "Mr. Soil Robber, you have stolen enough. You have done enough damage." Mr. Soil Robber replies, "Get out of here before I cut your head off," and he brandishes his sword. Little Spud has moved behind Soil Robber and as he swings the sword Little Spud pushes on his feet and Big Yield pushes from in front and Soil Robber topples over backward when Big Yield sits on him and Soil Builder takes the sword from him.

## WHEN SHIPPING POTATOES

THINK OF

# ALBERT C. ROEMHILD

COMMISSION MERCHANT

122 DOCK STREET

PHILADELPHIA

## Higher Yields—Lower Cost

Use DAVCO Potato Fertilizer, Insecticides and other products.

DAVCO FERTILIZER is now manufactured both in the powdered form and in the new DAVCO *Granulated* form. The right analysis for your soil.

DAVCO INSECTICIDES AND FUNGICIDES for the control of Blight, Flea Beetles and other insects and diseases.

DAVCO products quickly available to Pennsylvania Potato Growers at our factories and warehouses.

Milton, Butler, Cowley, Germansville, Lebanon, Lancaster, Gettysburg

SOLD BY LEADING DEALERS

## The Davison Chemical Corporation

Fertilizer Manufacturers Since 1826

MAIN OFFICE - BALTIMORE, MD.

## for BIGGER PROFITS on Potatoes

EUREKA POTATO MACHINES lower the cost per acre in potato growing. Save time. Save labor. Increase yields. Make more money for you and free you from the hardest work. They're modern, improved, dependable machines, built right to fit each job, and used by successful potato growers for over a quarter century.

**Potato Cutter**  
Cuts uniform seed. Operates with both hands free for feeding.

**Potato Planter**  
One man machine. Opens furrow, drops seed, sows fertilizer, if desired, covers and marks neat row—all in one operation.

**Sprayers**  
Traction or Power. Insure the crop. Sizes, 4, 6 or more rows. 60 to 150 gallon tanks. All styles of booms.

**Riding Mulcher or Weeder**  
Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 11 and 12 ft. sizes. Many other uses, with or without seeding attachment.

**Potato Digger**  
Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

Send for free Catalog showing all the Eureka Machines. Write today.

Eureka—A name that means Success on Potato Machines. All machines in stock near you.

## Eureka

Potato Machines



POTATO DIGGER



TRACTION SPRAYER



RIDING MULCHER



POTATO CUTTER



POTATO PLANTER

Distributors of—

## BABCOCK WEED HOG

The ideal tool to make deep seed beds for potatoes



## EUREKA MOWER CO.

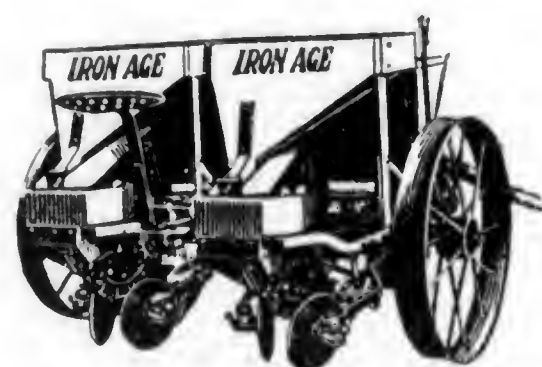
UTICA, N. Y.





**Only in IRON AGE**

**do you get these  
Profit Making Features**



**Iron Age Potato Planter**  
One, Two, Three and Four Row  
Assisted and Automatic Feed

The "IRON AGE BAND-WAY"—a controlled side and depth application of fertilizer in proper relation to the seed. (Official tests have given an average increase of 34 bushels per acre by this method.) Convertible disc covering gangs give you choice of ridge covering or shallow covering in the furrow with the same outfit. Only in the IRON AGE AUTOMATIC can you secure patented adjustable picks handling small, medium, or large seed accurately and without bruising—with scarcely visible puncture. The IRON AGE Self Centering and checking groove which prevents the seed from rolling and keeps it in a straight line ideal for cultivating. Made in one, two, three or four row sizes—Assisted Feed or Automatic Feed. With or without Rubber Tires which are interchangeable with the IRON AGE KID GLOVE DIGGER. **YOU CANNOT AFFORD TO WAIT. BUY YOUR IRON AGE PLANTER NOW. A CARD WILL BRING COMPLETE INFORMATION.**

**A. B. FARQUHAR CO., LIMITED**  
YORK, PA.

**Box 1259**

## PROGRAM

Twentieth Annual Meeting  
of the

**PENNSYLVANIA COOPERATIVE POTATO  
GROWERS' ASSOCIATION**  
INCORPORATED

Room F, Farm Show Building  
HARRISBURG, PENNSYLVANIA  
JANUARY 19 and 20, 1937

**TUESDAY MORNING, JANUARY 19, 1937**  
Room F, Farm Show Building

9:00 A. M.—Business meeting of the Association at Fifth Street Methodist Church, Fifth and Granite Streets, Harrisburg, Pa. (Near Farm Show building). Featuring contact men and Officers of the various County Associations.

**TUESDAY AFTERNOON, JANUARY 19, 1937**  
Room F, Farm Show Building

1:30 P. M.—President's Address. Walter S. Bishop.  
Youth Program. This session will be in charge of young potato growers from Future Farmer and 4-H Club organizations. This is a challenge from the youth to the older growers on methods of production.

**TUESDAY EVENING, JANUARY 19, 1937**

6:00 P. M.—Potato Growers' Banquet. Fifth Street Methodist Church. Entertainment furnished by the young folks.  
Address: J. Hansell French, Secretary of Agriculture.

**WEDNESDAY MORNING, JANUARY 20, 1937**  
Room F, Farm Show Building

9:30 A. M.—Production Problems. Featuring Varietal adaptations, seed developments, new developments in potato equipment, etc. Ample opportunity will be given for open discussion.

**WEDNESDAY AFTERNOON, JANUARY 20, 1937**  
Room F, Farm Show Building

1:30 P. M.—The new marketing setup in Pennsylvania. E. B. Bower, General Manager, Pennsylvania Cooperative Potato Growers' Association, Inc.  
Reports of County Contact Men.  
Reports of the Inspection Service.  
Reports from Distributors.  
Reports on Consumer's Acceptance.  
Open discussion.



# SHAPED TO SELL

In the careful grading of produce to meet exacting markets, shape is an important factor. What potatoes eat and how much determine their shape.

Experimental results published by the New Jersey and Maine Experiment Stations have shown how fertilizers influence the size and shape of potatoes. At both Stations, potash was found to be the most important plant-food element in giving tubers desirable shapes. Sufficient potash gives a more uniform development of the cells, resulting in shorter and chunkier potatoes.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

To insure a good crop against potash deficiency, apply 200 pounds of  $K_2O$  per acre

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



Vol. XIV

JANUARY, 1937

No. 1

## What Agriculture Needs Most Is Emancipation From Tradition

by G. D. JONES, Agricultural Engineer, The Cleveland Tractor Company

Long ago, in about the First Century, a great philosopher by the name of Columella wrote: "No one gifted with common sense will ever permit himself to be persuaded that our earth has grown old, as man grows old. The sterility of our fields is to be imputed to our doings, because we hand over the cultivation of them to the unreasoning management of ignorant and unskilled slaves."

This statement is just as true today as it was then and undoubtedly the mismanagement of soils is responsible to a great degree for the condition that our agriculture is in today. The dust storms of the western plains is certainly not due to Nature's treatment of the soil, but rather to the work of man who, for so many years, has strived to secure abundant yields without any thought as to the condition of the soil or what was going on in the soil. How many of us really know what is taking place in the soil and in the root section of a plant during the growing season? For centuries fields have been tilled first with a crooked stick that ripped the surface of the soil to a depth of a few inches, and then later the moldboard plow was invented and that plow has been with us for almost 100 years, with little or no change.

We must realize that the ancients were working with virgin soil, and when the soil became inactive and produced small yields, most of agriculture was then moved along the rivers which would overflow and deposit active fertile soil on their farm lands and thus maintain their farm soil in a high state of fertility. But in this country we lack that renewable source of fertility and there-

fore depletion of our agricultural soil has been on the down grade for a great many years.

The question that is asked by farmers time and again is: "How can I maintain a high state of fertility on my farm?" and the answer is generally: "Add fertilizer and you will bring the soil back." And still, with the addition of an enormous amount of fertilizer our soils are sadly depleted of the fertility that they once had. If a farmer would look upon his soil as a manufacturing institution and treat it as such, undoubtedly we would see a very rapid change in crop growth, but I am afraid we are too content to follow along the old lines and accept no new thoughts in relation to farming and farm methods.

And so let us consider for a few moments the soil structure and what soil fertility really means. Our soil is a vast storehouse of energy and when this energy is sealed or locked up it is of no value to the plants, and naturally this is reflected in the yield at harvest time. In order for plants to grow and give abundant yields it is necessary that we have a root bed rather than a seed bed, for a seed bed is anything in which a seed will germinate but not necessarily grow to a full sized plant, while a root bed comprises both a seed and root bed and will permit the seeds to sprout and the roots to move through the soil and the result is a high quality yield. Now, how are we to secure this root bed? In the first place, a root bed cannot be properly prepared with the use of a plow and

(Continued on page 14)



## The Potato Grower at the Farm Show

by L. T. DENNISTON

The State Farm Show has come to be looked upon as the outstanding agricultural event of the year by a great number of our rural, as well as a large number of agricultural-minded city people. A great number have visited the Show in the past however, with the anticipation of casting their eyes upon an over-grown "Topsy" such as is commonly beheld at a County Fair. Perhaps they have been disappointed in their anticipation and justly so. The Harrisburg Show is unique in that it is different than its sister shows in the field of agriculture. In general it is a gathering of serious minded people. The attendance and interest shown in it attest to its popularity. It has become the mecca of practically all of Pennsylvania's Agricultural Associations for the time and place of their Annual Meetings.

I quote the following from the 1937 Farm Show catalogue:

"The Pennsylvania Farm Show is the largest indoor farm products show in the United States and occupies the largest building of its kind in the world. Housed in a ten-acre building the Pennsylvania Farm Show upholds the agricultural position and reputation of this great Commonwealth. Having pioneered in the colonial development of farming in America as well as in modern scientific agriculture, it was inevitable that Pennsylvania should pioneer in the development of an agricultural exposition on such a large scale.

"The Pennsylvania Farm Show is more than just a State Fair. It has the spirit of a community farm show with the character of a gigantic State exposition. . . .

"The Pennsylvania Farm Show fits admirably into the State-wide program to encourage the production of high-quality farm products and live-stock. It has become an inspiration not only to the producers but to all the citizens of the Commonwealth. . . ."

A survey or summary of the Annual Meetings during the past few years would show the Pennsylvania Potato Growers' Association to be one of the most live Associations in the State. Our attendance has reached as high as 500, 600, and 700 at a single meeting. It occurs to me that some of our potato grow-

ers may be coming to Harrisburg in some measure expecting or anticipating the grown-up "Topsy" and returning home at the end of the week disappointed. Emanating from the mind of no other than your friend Nixon was the thought of jotting down or suggesting ways of getting the most out of the Shows.

Seeing alone will not suffice if you are to get the most out of the coming Show. If you go to be entertained you should have no trouble finding something to suit your fancy, but entertainment after all will leave you with but little of a lasting nature. The potato grower should find ample opportunity for serious thought, keen observation, study, discussion, exchange of ideas, and inspiration.

### MEETINGS

The potato growers meetings, beginning Tuesday, should be of interest to all growers as in the past. The discussions should be unusually lively with an opportunity for all to take part. Constructive suggestions and criticisms are always in order. The aim should be to seek the best solution for the greatest number on problems facing the industry. A detailed program of all meetings occurs elsewhere in this issue.

### EXHIBITS AND DISPLAYS

Some of the finest educational exhibits to be found anywhere in the country will be on the Show floor. These exhibits whether on potatoes or on some other subject are full of information and new ideas.

Equipment displays are always a mecca for potato growers each year. Annual changes are made by the various companies as well as exhibiting new machines which should be carefully studied by all growers. Make the acquaintance of the dealers and have them explain the advantages of their tools. In all your observations keep in mind the standards set up by authorities. Do not be hasty in your conclusions or allow your enthusiasm to get the better of you.

Your State Potato Growers Association will have a special headquarters booth. You will find this and the Baking Booth an ideal place for meeting your friends.

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## Potato Market Outlook

by D. M. JAMES

"Growers holding for higher prices." How frequently that statement has been used this winter in connection with the market reports from principal shipping sections of the country.

Until the "January Stock on Hand Report" becomes available on January 25th, there is nothing definite to indicate the exact available supply of late potatoes. The nearest approach to this can be deducted by correlating production figures with shipments made from the 1936 crop.

The December crop report raised the Maine estimate nearly 2,000,000 bushels over the November figure, giving Maine the largest crop in the last five years except for the unusually large crop in 1934.

However it is reported that heavy shrinkage of the Maine supply resulted from field frost and blight rot. The Pennsylvania estimate was raised 264,000 bushels over the November report, New York dropped 600,000 while the total for the 18 surplus states dropped 1,200,000 bushels to 240,000,000 bushels, compared to 272 million in 1935, 291 million in 1934, 253 million in 1933 and 268 million in 1932.

Although the total U. S. production was the lightest in many years, carlot shipments have been heavy. To the middle of December, 68,000 cars have been shipped compared with 55,000 cars to the same time last year, an increase of nearly 25%. Maine alone has shipped approximately 15,000 cars, compared with 11,000 to this date last season. Shipments have also been heavier this year from New York, Michigan, Pennsylvania and the Western States.

With a short crop harvested, heavy shrinkage, which will no doubt be indicated by the "January Stock on Hand Report," and with heavy shipments, it would seem probable that prices might advance materially before spring. Undoubtedly many Pennsylvania growers hold to this belief since potatoes have moved very slowly out of some of Pennsylvania's largest producing Counties. The purpose of this report is not to predict that prices will advance further or that they will not. There are certain facts which should be considered, however, some of which do not indicate an

extremely high potato market during the late winter and early spring months. We have considered the favorable factors. What are the less favorable factors and how much will they affect the late potato market for Pennsylvania shippers? Your guess is as good as mine.

Maine is reported to have shipped twice as many seed potatoes to the Southern States as last year. The stands in Texas and Florida are reported to be in excellent condition and from 25 to 35% more acres were planted than in 1936. Most of this increase is in the southern portions of these states, so that heavier shipments from the far South may be expected earlier than usual. This is already indicated in the shipment of 74 cars from Florida and Texas through the middle of December compared to only 12 cars to this time last year. Some observers predict that there will be sufficient supplies of early potatoes to affect the potato market by the middle of January.

The second early group of states consisting of Alabama, Louisiana, Mississippi, Georgia, etc., have indicated an intention to plant approximately 25% more acres than were planted last year. Therefore, if these increased plantings materialize and if crop conditions are not unfavorable, heavier shipments of early and second early potatoes are indicated for 1937 than in 1936.

The present wholesale prices for U. S. No. 1 potatoes in Philadelphia and Pittsburgh range from \$2.25 to \$2.60 per hundred. This means retail prices from 45 to 55c a peck, which is considerably higher than the average price the consumer pays for potatoes year in and year out. It is said by retail distributors that when potatoes exceed 40c a peck, the volume of sales begins to diminish. In other words, there is more resistance against price advances when the wholesale price exceeds \$2.00 a hundred than when quoted below that figure, regardless of the supply on hand, since the demand begins to recede at about that point. Reports of increasing income for the average American family would indicate increased consumer purchasing power for potatoes and other foodstuffs but, on the other hand, there has been

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## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### EDITORIAL

by PRESIDENT WALTER S. BISHOP

Recently it has been my privilege and pleasure to observe every phase of the New Marketing Set-up from the office of our general manager to the centralized packing plants and individual farms where the potatoes are being packed in the new association bags and on through the centralized warehouses to the individual stores and to the consumer. I am sure that the members of our association do not appreciate with what clock-like precision the marketing set-up is beginning to function. In the first place, visit with me a farm or a grading station where the new association trade-marked packages are being put up. Here you will find well trained and qualified licensed inspectors seeing to it that every bag is right. The most surprising thing in connection with this phase of the work was how enthusiastic every one entered into the packing of these bags and especially the peck sizes. There are still a lot of us who think packing in pecks at the farm is imprac-

tical. The facts are that those who have started it prefer packing in pecks.

Now jumping to the other end—the consumer. How are these new trade-marked packages being received? One retail store started with a trial order of twelve pecks. It is now retailing forty pecks per week.

Both pecks and bushels are proving popular with store managers and clerks. They are clean and convenient to handle. It now appears that the three grades set up in the Joint Conference Committee are not far off. They suit the grower's crop and also the consumer's pocketbook. The demand for all three is rapidly increasing. What surprised all of us most, I think, was with what ease and in what quantities the Blue Label pack, both in pecks and bushels, could be furnished. Pennsylvania potato growers were browbeaten into believing that we could furnish nothing but the notorious "Pennsylvania partly graded" which headlines all of our market reports.

Right now the heaviest demand is for the yellow label quality. In fact, this quality is selling in our markets almost to the exclusion of all others from any source. No added proof is needed to establish the fact that the culinary quality of Pennsylvania potatoes is second to none. The only trouble is that their identity is lost under their brand name. Feature establishing a reputation for Pennsylvania potatoes under such names as "4-8-7, 20%," "G.L.F.," or such, whether inside out or outside in.

I am told that there are 85 licensed inspectors whose business it is to see that the three grades are rigidly adhered to. It is their business also to see that the respective size packages have the proper weights. I doubt if the consumer of any commodity has his interests more carefully safeguarded. She will appreciate this service more and more as time goes on.

I was very gratified to find that our co-operating distributors are doing all in their power to make this marketing set-up succeed. There are problems daily. Solutions are being arrived at as rapidly. The spirit of co-operation is at high tide. The venture looks more like success as basically the principle is proving to be right.

The Association wishes a Very Happy and Prosperous New Year to its Membership and its many supporters who have made this first year of our marketing program so successful.

## Seed Potato Certification In Pennsylvania

by K. W. LAUER, Department of Agriculture

The first inspections by the Pennsylvania Department of Agriculture of potatoes for seed purposes were made in 1920. These inspections were made in Cambria, Lehigh and Potter Counties. This work is referred to in our records of 1920 as a "Disease Survey," which included field and tuber inspections of the potato crops produced by the 27 growers listed in the survey. An interesting part of this list is the per cent of various plant and tuber diseases found during this survey. One field listed shows counts of 15.4% of leafroll and mosaic, several show counts of 10% or more and many of them show more than 5% of these diseases.

On the basis of a survey conducted in 1920, the Department of Agriculture inaugurated a seed potato inspection and certification service in 1921. That year 22 growers were listed as having grown certified seed potatoes. It is unfortunate that inspection records are not available covering the diseases found in the earlier years of the certification work. Our earlier experiences, however, recall to mind the large number of potato fields found that showed high percentages of disease, especially leafroll. It was an unusual field that showed less than 5% of virus diseases.

This brings up the question as to how far have we progressed on our seed potato certification work since 1920 and 1921 when we set out to provide a source of seed potatoes to our Pennsylvania potato growers that would prove reliable and satisfactory. The best answer that can be given to this question is probably found in the record of the certification work. In 1921, the first year of this work, we certified 21,785 bushels of seed potatoes. In 1936 we certified 207,472 bushels, which is the second highest number of bushels of certified seed potatoes ever produced in the State. While the number of bushels of seed certified will fluctuate with seasonal growing conditions, we found that practically all the seed certified during this period has gone into seed channels. In years of high productions and low prices for table potatoes, seed growers not in contact with the seed trade sometimes had to dispose of some of their stock on the table stock market. With our present supply of certified seed and the contemplated spring

demand, our seed growers feel optimistic toward their present holdings. In previous years when crop conditions were similar to those of 1936, growers frequently reported that they could have sold twice as much seed as they grew. It would appear that this work could not have attained the proportions it has without a growing demand for Pennsylvania certified seed potatoes. We never have claimed that Pennsylvania-grown certified seed potatoes would outyield seed from any other sources but we do feel that certified seed grown in Pennsylvania will, under reasonably favorable conditions, produce a satisfactory crop and compare favorably in yield with seed from any other source.

The certification of seed potatoes is based on our field inspections. Without these field inspections, recognition of many of our seed-borne diseases would be impossible, especially those diseases belonging to the virus group. Through the elimination of these diseases we have been able to establish a source of certified seed potatoes in Pennsylvania for which the demand has been increasing constantly from year to year.

This has been done through the elimination of diseased stocks and strains. Most of the fields certified during the past few years show very little disease. In fact, leafroll is becoming so scarce that research workers frequently have difficulty in finding sufficient specimens to carry on their investigational work. This disease is known to have cut yields of No. 1's by as much as 70%.

The work in Pennsylvania compares favorably with similar services conducted in other States. Pennsylvania ranked 7th in 1934 and 11th in 1935 in the production of certified seed potatoes among the 25 States that are carrying on seed potato certification service. In the last two years we ranked 2nd in the production of both Russets and White Rurals. Michigan alone exceeded us in the production of Russets and New York in the production of White Rurals.

The 207,472 bushels produced this year are made up of 134,853 bushels of Russets, 36,947 bushels of White Rurals, 25,042 bushels of Cobblers (the majority of which are the Nittany Cobbler), 7,500

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## Packing Potatoes In Association Paper Bags

by E. H. VOGEL, One of the Largest Shippers of Potatoes in Pennsylvania

The Pennsylvania Potato Growers have been given one of the greatest opportunities to market their crop with the least amount of headaches. A movement that has never been given to any potato growing district in the United States; a movement that relieves the growers of all the worries; such as rubber checks, of receiving telephone calls from the big markets saying your potatoes are of poor quality, short weight, decay, and all the other excuses which wind up by saying

for immediate shipment which will equal the quality of the sample car.

After this movement had been explained to me by the officials of our association and backed by the retail stores of Pennsylvania, I immediately consented to go along with this movement because it is one large step forward. We ordered a new grading machine at once, put in a new siding, remodeled the warehouse by adding a loading platform and putting steam heat in the building in order to



Display of Mr. Vogel's Potatoes in Lancaster

we cannot pay you contract price but can use them at twenty-five cents per bag less. All these headaches are solved in this movement.

Growers have always been wondering why they cannot get the same price for their potatoes as distant states such as Maine. The reason for this is not because the potatoes are not of good quality but because the growers are not careful enough in their pack. By having the potatoes packed at a centralized packing house the large buyer, which is the best buyer, can buy a sample car and be assured of large orders of five or ten cars

pack potatoes in all kinds of weather. After this was completed we started packing.

When the retail stores found out we were packing, orders came in so fast it was impossible to fill them all, not at Pennsylvania price but at Maine price which netted the growers about ten cents per bushel more than wholesale price. We started packing about October 1 and shipped about fifty-five cars by November 20.

The Officials of this association have done their share to put this movement

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## Potato Varieties Which Have Made Impressions On Potato Growers

by DR. E. L. NIXON

In the article "Potatoes of Seventy Five Years Ago," attention was called to the Early Rose which has endured to the present time. In addition to possessing qualities which have enabled it to survive longer than any other variety, it has passed on survival qualities through its seedlings.

The Early Ohio is a seedling of the Early Rose and was grown commercially as far back as 1885, and it is still grown over a large area of this country.

One grower reports on it as follows: "Extra Early, our favorite, smooth, round, oblong, and rose colored. Quality first rate, cooking dry and mealy even before fully matured. Needs particularly heavy seeding on account of low growing tops, and prefers heavy rich, and rather moist soils. Handsome. Indispensable in the family garden, and as early market variety. The Ohio is the kind for rich bottom lands, the true "Queen of the Valley," but not worth much for thin dry uplands.

Other seedlings of the Early Rose that made some headway were: Lee's Favorite, Early Maine, Early Surprise, Early Glen, Chicago Market, Early Vermont, and Rosy Morn. Ten chances to one most, if not all of these were merely Early Ohios renamed by Seedsmen or growers from various localities. Northumberland County, Pennsylvania, originated two new varieties: Mammouth Pearl and O.K. Mammouth Prolific. The farmers of these counties spoke very highly of these varieties. The O.K. Mammouth Prolific was the better. Both varieties belonged to the Peerless type. The quality was said to be poor.

White Star, a once popular Variety, tubes resemble the Burbank but more regular and handsome in appearance; white, great yielder and of fine quality.

White Elephant, a twin brother of the Beauty of Hebron, and equally as popular in many localities, is a standard of excellence as to quality and yield. Tubers are apt to grow prongy, and liable to rot in heavy or very rich soils. Top growth very thrifty. Plants commence to blossom when quite young, and continue during the greater part of the growing season. The White Elephant

was not a good variety for late spring use, nor was it proof against rot or disease.

American Giant—tubers were giants indeed. They were of fair shape but only of medium quality. Very large yielders. Apparently unprofitable to spray since no increase in yield could be obtained. Was it the poor quality that caused it to become extinct?

The Dakota Red was a very promising variety in 1885. Tops tubers and yield extra large and of good quality. Eyes too deep and shape not of the best. Tubers most highly colored (red) of any variety yet developed. It goes under such names as Jersey Reds, Delaware Red Skins, Blight Proof and Bug Proof. The truth is that it is neither blight or bug proof, though it does withstand heat and drought almost throughout a summer and then produces a fair yield late in the fall. It is undoubtedly quite resistant to the degenerative diseases, that is, to the extent that it will not completely "run out." It is remarkable how this variety grips the imagination of growers all over the state. Even President Bishop planted an acre or so of the Dakota Red variety the past summer. Not, however, on the guise that they were Blight or Bug Proof.

### PACKING POTATOES IN ASSOCIATION PAPER BAG (Continued from page 8)

across and if the growers of this state will do their share from now on this movement will live long. We realize that we should have more money for these potatoes which are the cream-of-the-crop but the customer will not pay a premium price for these potatoes until she knows the quality that is in these paper bags.

My closing suggestion is pack your potatoes in the association bags in order that the association can supply the retail stores and keep this movement going. I also feel it is the duty of the members of this association to back up any movement which is in the growers pocket and also help back up a movement that the officials have worked so hard for, as this association can not thank them too much for what they have done.



## When Business Is A Pleasure

Any business is either an ordeal or it is a pleasure—it's all in the way you look at it. It ought always to be a pleasure, for there is in our business—and in any business—great opportunity for interest, advancement and even excitement than there is in any other activity toward which man may turn.

To those who really are interested in business there is nothing of monotony or drudgery, for even in the simplest and most restricted forms new problems arise every day which demand solution, and if finding these solutions is an ordeal to the mind it is because that mind is in a rut.

To business men who bring to their tasks anything of creative imagination, a lifetime is too short a time in which to exhaust the possibilities of joyous and stimulating endeavor.

Business men who are obliged to turn to something else for relief from the tedium of running their business are men who have ceased to run their business and by such acts are admitting that they have allowed the business to begin to run them.

If we only could see it, and play the game as it should be played, business is a great and splendid game.

In the great game of business as in every other game, the first thing essential is to know the rules. And just as the greatest pleasure in any game comes to those who play fair, so does the greatest pleasure in business come to those who meet squarely its problems and ask no odds.

All business success is based on organization, but an organization must be more than a group of people who will only do things when they are told to.

The successful organization is one in which the people comprising it are imbued with vision and the spirit of helpful service, who realize that each of them is an important part of the business and that each of them counts, who are loyal to the organization because that they know that the organization is in turn loyal to them.

Therefore, one of the most important things in building an organization is to impart to those persons who are to become a part of it, that no mental reservations are made when you insist upon

their always doing the right thing. A remarkable fact that is often overlooked is that it is much easier to build an organization that is willing to do right, than one that is willing to do the shady thing.

Next comes the attitude toward those with whom do you business. It is said that Marshall Field built his business largely upon the motto that the customer is always right.

This was not meant literally, for all know that very often the customer is wrong as wrong can be but is wholly unwilling to be put right. What he did mean was that the customer often was right and that his house was wrong, and that in many cases where the customer was wrong his attitude was unconscious and he should not be made to suffer for it.

We all have faults, some of us are even peculiar, but business like life is pleasantest when we are willing to make allowances, and misunderstandings are righted easiest and last longest when we are willing to try to see the other fellow's side of it.

However, it must be remembered that a successful and profitable business cannot be built on a foundation of ethics alone. The goods must be delivered. They must be delivered promptly, properly assorted, well packed and backed up by real facilities.

Punctuality is said to be the courtesy of kings. It is also the mark of efficiency and the surest as well as one of the simplest roads to profit. It is a practice which makes lasting friends, holds customers, saves expense and earns dividends. An organization that delivers the goods is usually right all the way through, because promptness is the result of intelligent planning and where intelligence is at work it applies itself to everything within its range.

This brings us back almost to where we started, that business is a real pleasure when you run the business instead of its running you. All business is more or less complicated and even a small business is or may become unwieldy unless it is properly organized. But once a business is properly in hand and becomes an extension of the will and individuality of those responsible for it,

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## Seed Potato Certification in Pennsylvania

(Continued from page 7)

bushels of Bliss Triumph and 3,130 bushels of Katahdin. The crop this year was grown on 740 acres, the largest ever certified in Pennsylvania. The av-

erage yield of all varieties produced was 280.3 bushels per acre, which is slightly higher than last year but lower than the two preceeding years.

### SEED POTATO CERTIFICATION, 1932-1936

	1932	1933	1934	1935	1936
Growers entered	91	82	99	81	78
Growers passed	56	58	68	56	62
Acres entered	599.5	687.25	879.5	811.0	923.0
Acres certified	369.0	424.25	635.75	543.5	740.0
Bushels per acre	279.8	323.3	380.3	274.9	280.3
Bushels certified	103,247	137,165	241,789	149,454	207,472

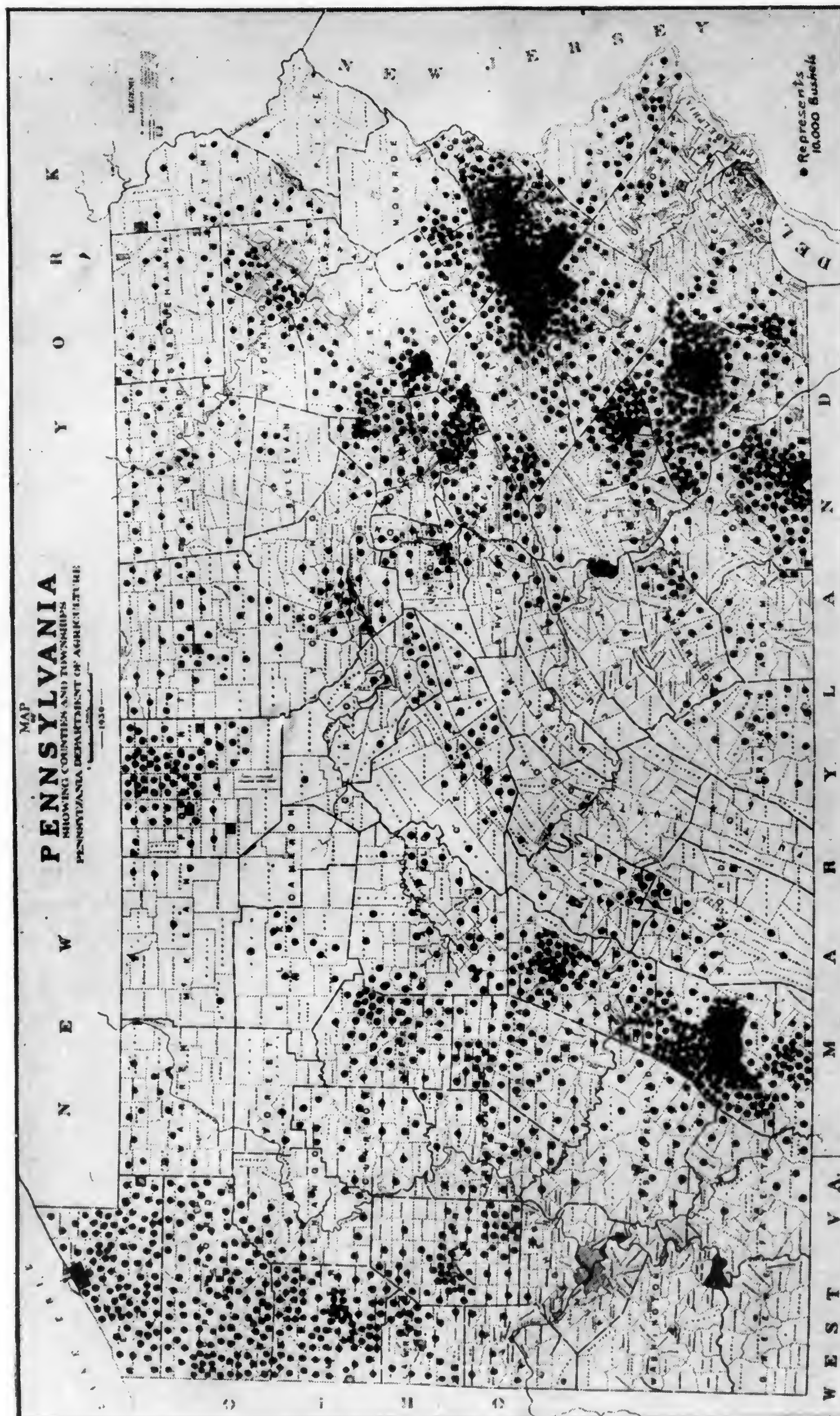
When buying seed potatoes be sure the stock carries the certification tag. While the seed bought may have passed all requirements, it is not certified unless it bears the certification tag. The buying of untagged seed frequently leads to disappointment because the seed, after it is received, may show more defects than was apparent when the sale was made. We have not had a single complaint for a number of years against Pennsylvania

certified seed that carried the official tag. The difficulties that we are called on to investigate each year have always been the result of buying untagged stock. The extra quality in the grade secured and the protection the tag and seal carries is well worth the slight difference in cost. Pennsylvania certified No. 1 seed potatoes carry a blue tag, the No. 2's, or small size, bear the red tag, and all must be sacked in new bags.



EXAMINING SEED POTATOES GROWING IN POTTER COUNTY, PENNA.  
More than 100,000 bushels of disease free seed was produced in this area during the past season.





Pictured above is a map prepared by L. T. Denniston showing the concentrated areas of potato production in Pennsylvania. Each dot represents a production of 10,000 bushels based on the 1934 crop. The map does not picture total production but rather is intended to show concentrated areas of production. Continued studies of this nature should prove of unusual value to both the production and marketing program of the State.

### THE NEW YEAR

The glad New Year is with us now, as gay and frisky as a cow on blue grass pasture turned; and some potato growers think the year will bring to them the best of everything, even good they haven't earned.

The New Year has no special charm unless you grease your strong right arm and buckle down to biz; the year won't choose you as a pet unless you shed your share of sweat, and hump and make things whiz.

The New Year gives each grower a chance a little higher to advance, sufficient for the wise, it says; be warned by your past mistakes, profit by your former breaks, and you will surely rise.

The New Year is a splendid time to pick out a quiet spot in which to sit and think, and ask, do I with modern growers flock, or do I with back numbers walk, along the same old path? Am I a has-been grower much decayed, or do I ornament the trade and help to make it move? Or, am I anxious to improve and lift my industry from the groove of forty years ago?

If growers sit down in solitude, and this in introspective mood, look o'er the road he's come, he'll see a hundred things to fix, and think of many honest tricks to make the potato industry hum. And if the grower profits by his thoughts, and works like forty Hottentots to run his industry uphill, the New Year will bring him lovely luck, and many a shining buck he will drop into his till.

But if a grower never thinks, and lets his brain remain in kinks and rusty from disuse, the New Year brings him little good—it won't surprise his friends if it comes up and cooks his goose. If you depend on tradition and fate to run your industry and pay the freight, you'll lose your goat, my friend.

The wise grower watches every chance to learn, to prosper and advance, and finishes up front in the end.

—E.B.B.

### COSTS MORE

"Potatoes cost more than they used to."

"Yes," replied the grower, "When a grower is supposed to know the botanical name of the potato, and zoological name of the insect that eats it, and the chemical name of the poison that will kill the insect, somebody's got to pay."

### NINETEEN THIRTY-SIX

Will have passed when this message reaches you, the casting-up time will be over; personal and material inventories will have been taken and the net result is that all have been jogging along the same road. We all have seen the same sun rise every morning and set every evening and what has happened in between the rising and the setting has been about the same for all of us—at least in the long run it averages up about the same. Therefore, it is our hope that your Christmas was a Merry one.

But, at this stage of the journey, 1937, we like to pause a moment and exchange a word of good cheer and sincere appreciation with our fellow travelers. And so to you, members and directors of the Association, Distributors, Representatives and Buyers of the retail food distributors of the State of Pennsylvania, who have helped to make history during the past year, as well as making it a happy one for us, we extend our wishes for a prosperous and a Happy New Year.

—E.B.B.

### SOMSHDAWG OWET

De ledsht load grumbera! Now, boys, hurray!

Fort in de shire un lusht se shtae  
bis Moondawg morga free. Worehoft!  
Den owet wardt ken schtrache mae  
g'shoft!

'Sis Somshdawg.

Wesh de fees im wasser-droke;  
Black de shtiffel—farflompt bloke!  
My grey-awg doot mer widder wae—  
De Shtiffel sin mere gons tsu glae—  
O, aelend!

Well, shtiffel odder net—ich muss  
ins shtettel tsu der shaena 'Suss;  
De ledsht wuch hen mer ous g'maucht  
Ich set se saena Somshdawg nocht—  
Den owet.

De onera maid un era beaus  
shpotzeera uff un ob de shtrose  
De same tzeit karraseer ich  
my madel hinna in der kich  
Gadictich.

"Life, like every other blessing, derives its value from its use alone. Not for itself, but for a nobler end the eternal gave it; and that end is virtue."—Johnson.



## WHAT AGRICULTURE NEEDS MOST IS EMANCIPATION FROM TRADITION

(Continued from page 1)

a disc harrow, for the reason that the plow turns the soil to the depth it is set and compacts all soil below the cutting edge and this compacting or pressing of soil together, seals up the real root bed and retards the growth or movement of the roots in the soil. Therefore, we should use an implement that will loosen up and make friable this bed in which the roots must grow. A friable soil is one in which energy is liberated and can move, and this can only be accomplished by ripping and the addition of organic matter in the soil. Now, organic matter is generally called Humus, and Humus is decayed or decaying vegetation and is one of the greatest aids in making soil fertile that we can possibly secure. There is an old tradition that in order to get good Humus we should turn under a green cover crop. Nothing is farther from the truth than this fallacy for the reason that a good farmer would never think of putting green hay in a mow. In a short time it would burn and he would have nothing but ash remaining, so why turn under a green cover crop with soil covering it and expect it to turn into Humus. All it will do is to place in the soil a higher content of potash. The proper way to build Humus into the soil is by putting it in in a dry state and working it through the bed. To be sure, you will not have a beautiful surface to your soil, but if we are looking for beauty then we must forget the fertility and cannot expect any high yields from our crops. When you think you have enough Humus in the soil, just double that amount and you will be about right.

Another important fact about Humus is that it will retain from eight to ten times its own weight in moisture and

ment of soils wherein the bed is fractured and opened, but space will not permit a complete discussion of this subject. However, let me say that when the oxygen in the air attacks certain minerals, we get an oxidization or a breaking down of those minerals, and when we the ground that otherwise would run off. There is a scientific reason for treating therefore it aids in holding moisture in permit air to enter the soil it oxidizes the mineral elements in the soil, breaking them down and allowing them to become active so that energy is built up and the roots of the plants contacting this energized soil permits the rapid sturdy growth and high yields.

The procedure that should be followed in a soil building program is first to fracture the soil to a depth of from 16" to 22". Some soil should be fractured to a greater depth, but 22" is generally advisable as the low limit. After this fracturing operation, a good heavy cover crop disc that will cut the cover crop and mix it in the soil should be used. This should be followed by a jostler or very heavy field cultivator that will work the cut cover crop throughout the entire bed. And so to the potato grower or general farmer, who is anxious to improve his conditions, let me suggest that the first step would be to remove tradition from his agricultural procedure and replace it with a well planned soil building program.

I would be glad at any time to discuss a correct soil building program with anyone who is interested, and a letter addressed to me will be answered in detail. We are always glad to make complete soil analysis of the farm soils in order to give you the correct answer.

So, let us use this slogan: "A Root Bed and not a Seed Bed."

"Nothing is denied to well directed labor, and nothing is ever to be attained without it.—Sir J. Reynolds.



# Certified Seed Potatoes

Often yield 300 to 600 bu. per acre because:—1. They are backed by years of careful breeding. 2. They are grown where soil and climate give vigor. 3. They are from inspected fields reported practically 100% disease free. 4. They are stored at proper temperature and humidity. Write for descriptions and prices. Early and late varieties, different grades.

K. C. LIVERMORE

Box 0

Honeoye Falls, N. Y.

## ENJOY LOCAL AREA POTATO!

Have you had your baked potato?

The potatoes of the tri-state area are equal to the best in the world when baked. They are superior to the famed legendary western potato that has been promoted as a baker.

Just ask mother for Thanksgiving to serve baked potatoes once, or ask for baked potatoes, today, tomorrow or any day, in the home, or at your restaurant.

A fitting companion for baked potatoes is the good, rich locally produced apples, baked and served with cream from one of the nearby dairy farms. A generous helping of good yellow butter from our farmer friends will make your fragrant baked potato more appetizing.

When you ask for local products, and when you insist on local products, you are helping your farmer friend. You are building your community, your city, and perfecting the friendly relationships existing between city and country.

(The article above was clipped from a recent issue of the *Erie Daily Times*. We commend this type of advertising.

## ATTENTION POTATO SHIPPERS!

*Save Money*

Will print your name and brand on 100 pounds POTATO BAGS, reconditioned, guaranteed, at 4½¢ each.

Plain 100 lbs. Potato Bags 4¢ ea.

WRITE FOR SAMPLES

BELMONT  
BURLAP BAG CO., INC.

2719 N. Edgemont St.  
Philadelphia, Penna.  
Phone—Regent 4907

## CERTIFIED SEED POTATOES

The dependable source, so considered by leading Pennsylvania growers. Produced in the sections noted for highest quality foundation stock.

MICHIGAN—RURAL RUSSETS  
GREEN MOUNTAINS

MAINE—IRISH COBBLERS  
GREEN MOUNTAINS



Produced by leading growers whose experience in handling certified seed assures an outstanding product. You take no chances, even certified crops differ.

Again we invite you to visit our booth at the Harrisburg Farm Show, make it the place to meet your friends, inspect our show samples and car-lot grading. Ask for prices.

"Every Bag Must Be Right"

## DOUGHERTY SEED GROWERS

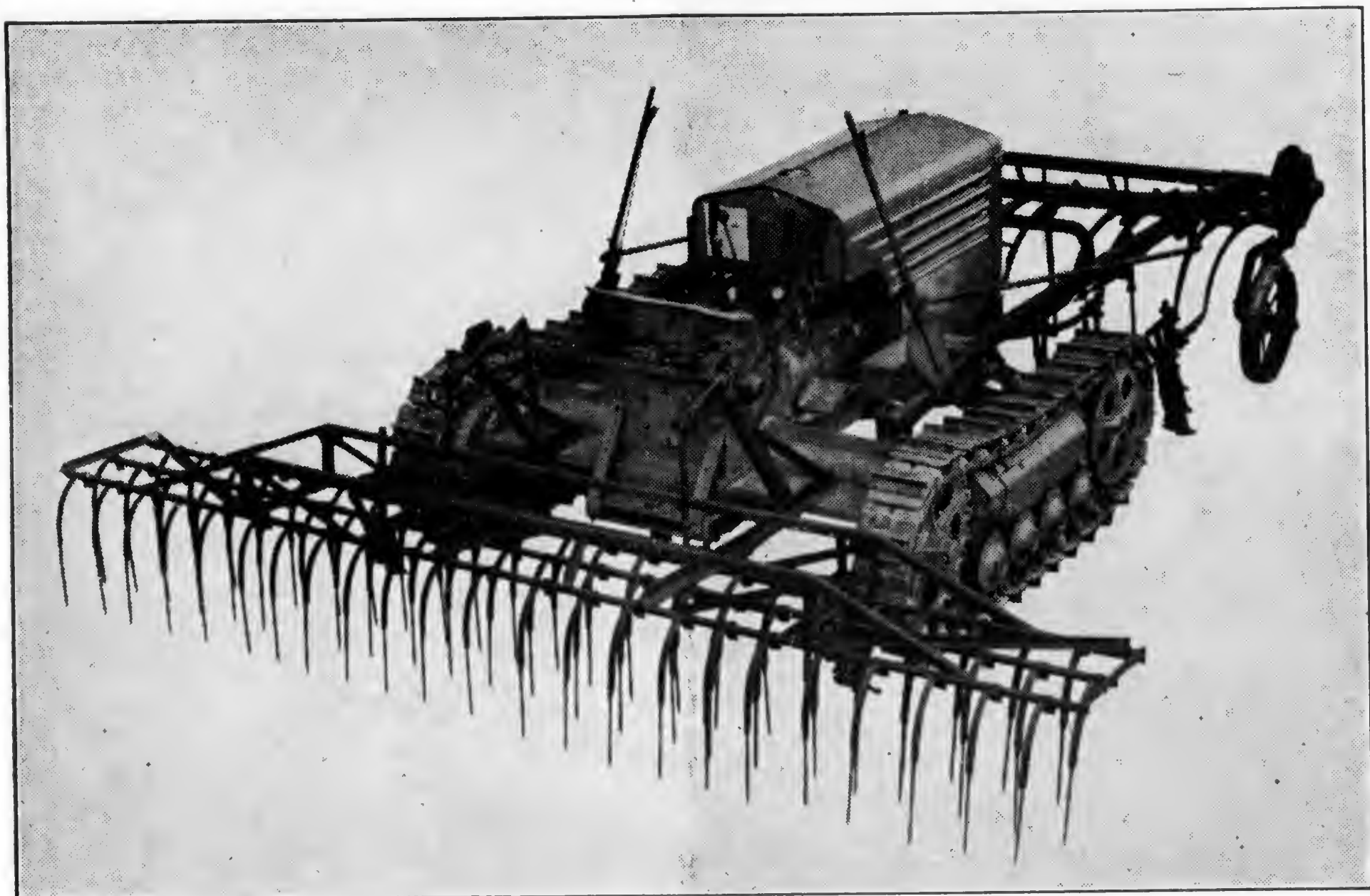
WILLIAMSPORT

PENNA.



# CLETRAC POTATO SPECIAL!

THE ONE PACKAGE UNIT  
*NOW STREAMLINED*



The Cletrac cultivator is the only tractor cultivator that floats freely and independently of the tractor, yet steers as one unit, permitting the shovels to follow uneven soil conditions—quickly attached or detached, by removing only two pins. Gangs and shovels are in front of the tractor, giving the operator full view of his work.

Cletrac steering requires only a slight pressure on either control lever to guide the cultivator, quickly, positively and accurately.

No side hill drifting. This permits of straight rows when planting; no loss of plants when cultivating or weeding, and positive control of tractor and implements at all times.

The Cletrac weeder is made to fit two rows with extension to four rows—and is mounted on the rear of the tractor independent of the cultivator—which permits weeding when cultivating and weeding without cultivating.

For the potato and corn grower—a corn planter is built to fit the cultivator frame and plants ahead of the tractor just as you do when cultivating.

Meet us at the Harrisburg Farm Show—same location as last year. We will again give away Association watch fobs to members only.



**THE CLEVELAND TRACTOR COMPANY : Cleveland, Ohio**



## THE POTATO GROWER AT THE FARM SHOW

(Continued from page 4)

### WATCH YOUR HEALTH

I quote the following from Dr. Ritenour's hints given on one of our excursion tours:

"To some persons a vacation means travelling long distances, undergoing all manner of hardships and inconveniences, only to return home and 'rest-up.' As a matter of fact, a vacation should be a period of relaxation, a change of scene, and a variation from the ordinary daily routine. On a vacation such as this wonderful trip one need not worry about any hardships or undergoing any inconveniences, as those in charge of the excursion have not overlooked anything that will make one comfortable and happy. However, with the change from the customary daily routine, and the abundance of good things provided to eat, one is inclined to over-indulge and eat too much. When one is working hard one needs a lot of food, but when one lets up on work one should also let up on the amount of food eaten. Most

of the ailments complained of by vacationers are those due to disturbances of the digestive apparatus brought about by injudicious eating.

"Watch your intake and output. Drink plenty of water—6 to 8 glasses a day. Get some exercise and plenty of sleep, and your vacation will be a pleasant and memorable one."

I intended to say at the outset that you will find it profitable to provide yourself with a small note book and pencil. There will be much you will forget if you don't take a few notes. There is an old proverb however that says: "What a man forgets can't be very important." Notes do serve as a means of refreshing your memory.

It is well to bear in mind that congested crowds provide an ideal opportunity for pickpockets to lift your watch or wallet. Profit by the experiences of some of those in past years and play safe.

Where there is an occasion for a hand clap, let's get into it. Don't leave it to the other fellow. Rather than do that, show him up.

(Continued on page 28)

## Climb to Greater Profits

Use DAVCO Potato Fertilizer, Insecticides and other products. DAVCO FERTILIZER is now manufactured both in the powdered form and in the new DAVCO *Granulated* form. The right analysis for your soil.

DAVCO INSECTICIDES AND FUNGICIDES for the control of Blight, Flea Beetles and other insects and diseases.

DAVCO products quickly available to Pennsylvania Potato Growers at our factories and warehouses.

Milton, Butler, Cowley, Germansville, Lebanon, Lancaster, Gettysburg

SOLD BY LEADING DEALERS

**The Davison Chemical Corporation**

Fertilizer Manufacturers Since 1826

MAIN OFFICE - BALTIMORE, MD.

# TAGGART

## Paper

## POTATO

## BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

Manufactured by

**TAGGART BROTHERS COMPANY, INC.**

Factories and Warehouses

Nazareth, Pa.

Watertown, N. Y.

Office

230 Park Ave., New York, N. Y.



## POTATO MARKET OUTLOOK

*(Continued from page 5)*

considerable consumer resistance against mounting food prices, which may be expected to become stronger, the higher prices go.

Pennsylvania growers who are holding for advancing prices should follow the reports of plantings and crop conditions in those earliest states, which affect our markets until about the middle of May. Much depends on their probable shipments.

Those who expect a repetition in 1937 of the sharp advance in potato prices which took place late in the spring of 1936, might well bear in mind that with prices already relatively high and with the possibility of heavier early shipments from the south, that further price advances may meet more resistance than last year, when the early crop was curtailed in volume and several weeks late.

"I'm proof against that word failure. I've seen behind it. The only failure a man ought to fear is failure in cleaving to the purpose he sees to be best."—George Eliot.

## WHEN BUSINESS IS A PLEASURE

*(Continued from page 10)*

it becomes a pleasure to guide it and a source of pride to have part in it.

Toward this ideal every organization should strive, to make it a real instrument of service, to have become known for dependability, to extend its influence into new and larger channels, is work worthy of any organization and it will bring its recompense not only in the profits which are the real goal of every business, but also in the consciousness of having performed well the part that was given on the great state of life.

## FAST GROWERS

Customer: "I should like to know why it is that the potatoes in the top of the sack that I bought from you were so much bigger than the ones at the bottom."

Grocer: "That's easily explained. This variety of potatoes grows so fast that by the time a sackful is dug, the last ones are about twice the size of the first."

## Eureka Potato Machines

### Make Money for Potato Growers

Eureka Potato Machines take hard work out of potato growing. They reduce time and labor costs. They assure bigger yields.

#### Potato Cutter

Cuts uniform seed. Operates with both hands free for feeding.

#### Riding Mulcher

Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 8, 10 and 12 ft. sizes. Many other uses, with or without seeding attachment.

All machines in stock near you. Send for complete catalogue

#### Potato Planter

One man machines doing five operations in one. Over twenty-two years' success.

#### Potato Digger

Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

#### Traction Sprayer

Insures the crop. Sizes, 4 or 6 rows. 60 to 100 gallon tanks. Many styles of booms.



POTATO CUTTER



POTATO PLANTER



POTATO DIGGER



TRACTION SPRAYER



RIDING MULCHER

Used by many  
of the most  
successful  
growers in  
Pennsylvania  
and elsewhere.

See our  
display at  
Harrisburg  
Farm Show

BLOCKS  
537 and 538

EUREKA MOWER CO. UTICA, N. Y.

# SEE THE NEW "BEAN" Rubber Spool POTATO GRADER

AT FARM SHOW AT HARRISBURG

## Entirely Different

Because—

LESS DAMAGE TO POTATOES . . .  
BIG INCREASE IN ACCURACY . . .  
IT CLEANS AS WELL AS GRADES . . .  
GREATER SPEED IN GRADING . . .  
A VERY MODERATE COST . . .

IT IS AN ENTIRELY NEW METHOD OF GRADING POTATOES—NO METAL USED IN THE ACTUAL GRADING—THE POTATOES COME IN CONTACT WITH SOFT RUBBER ONLY WITHOUT BRUISING OR CUTTING.

Ask For Further Information

JOHN BEAN MFG. CO.

DIVISION FOOD MACHINERY CORPORATION

LANSING

MICHIGAN



**CHRISTMAS PACKAGE EXHIBIT**

The Christmas season may be over for this year, but it won't be long until Christmas is with us again.

Centre County people who attended the annual meeting of the Agricultural Extension Association held at Bellefonte just previous to Christmas were enthusiastic over a farm Christmas package exhibit arranged by Miss Eleanor J. Smith, home economics representative, in co-operation with local leaders of the county.

The exhibit included many interesting items such as, a peck of potatoes packed in a Potato Growers' Association blue label bag, a box of special baking potatoes, a roasting chicken, packages of eggs, apples, boxes of cookies and candy, canned meats, fruits, and vegetables, including a special group consisting of a complete vegetable dinner, butter, milk, cheese, creamed butter spreads, honey, table decorations of evergreen material, a special basket including miscellaneous products from the farm such as squash, apples, pop corn, etc., items for the home such as cushion tops, dresser scarves, quilts, crocheted and knitted articles, and many other items of a similar nature.

The exhibit illustrated the opportunity that farm people have to make their friends happy at the Christmas season with a gift that is very acceptable and at the same time inexpensive.

**THE LOWLY TATER**

Where is the bird with heart of mud  
Who labeled "lowly" on the noble spud?  
I hope he's seen with a shrug and a frown  
The lowly tuber "going to town."

In central Penn and across the state  
The humble 'tater has got dressed up  
And now resides in choicest spots  
Of grocery windows and curbstone marts.

The Keystone Spud, so oft maligned  
Has come to life, and I'll be danged  
If I don't believe Doc Nixon's pets  
Carefully graded in Blue Labeled bags  
Will soon be showing the skeptical wags  
That Maine Green Mountains and Idaho bakers

For Pennsylvania consumers are a bunch  
Of fakers.

—WILLIAM SHAKESPUD.

## We Invite You to Visit Our Exhibit During the State Farm Show at Harrisburg

January 18-22, 1937

Section B—Spaces 177-178

*Our Exhibit will include latest Models in Potato Graders and Cleaners, equipment for handling 15-lb. and 60-lb. paper bags, etc.*

**BOGGS MANUFACTURING CORP.**

ATLANTA, NEW YORK

### THE STEPS TO MORE 1937 LIME BUSINESS

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MEET US AT THE  
FARM PRODUCTS SHOW  
Space 168-69, Section B

Fluxing  
Steel Industry  
and All Processes  
Where a Superior  
Flux Is Desired.

Chemical  
For All Chemical  
Operations and  
Insecticide  
Manufacture.

—FOR INSTANCE



**WHITEROCK  
QUARRIES**  
BELLEFONTE, PA.

Agriculture  
Spray-Insecticide  
and fungicide  
manufacture  
Soil Amendment.

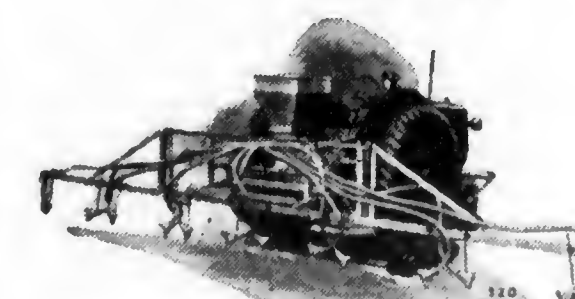
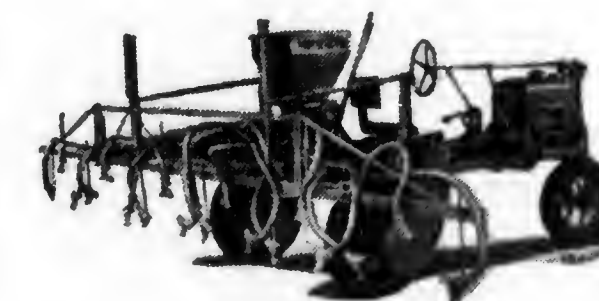
Building  
Masonry, Brick  
Work and Water  
Proofing and  
Superior Cohesion  
and Plasticity.

## MESSINGER

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SIZES

MESSINGER MFG. CO., Ap St., Tatamy, Pa.





These two rows of potatoes were planted on the same date, the same seed was used, the same seed bed preparation was given, the same fertilizer was used, and the same cultivation and spraying was given. All of these factors might alter the yield or quality of a crop but none of them were responsible in this case. The one and only difference was that the row on the left was planted 4 inches deep while that on the right was planted but 1 inch deep. Note the difference in tuber uniformity, number of tubers of market size, tuber shape and general quality.

*Meet Us at the Pennsylvania Farm Show  
Space 350-51, Section C*

**H. E. MILLARD**

PRODUCER OF  
**HIGH CALCIUM LIME PRODUCTS**

Lump		Rotary Kiln and
Pebble		Vertical Shaft
Ground Burnt	Processed	Gas Producer
Hydrate	by	Methods

MAIN OFFICE - - - ANNVILLE, PA.

*Plants*

ANNVILLE — SWATARA — PALMYRA — MILLARDSVILLE

*Say neighbor!  
try this*

**AGRICO**

*it's great  
stuff!*

**AGRICO**  
FOR  
**POTATOES**

THERE IS  
A BRAND  
FOR EACH  
CROP

The FERTILIZER with the EXTRA PLANT FOODS

Agrico is Manufactured only by  
The AMERICAN AGRICULTURAL CHEMICAL Co.  
BALTIMORE . . . BUFFALO . . . NEW YORK



## FARM SHOW FACTS

### THE PROGRAM

The program for our 1937 meeting appears on the front cover page. The Program Committee endeavored to present a program which would cover timely topics of interest to the growers of the state with ample time allowed for open discussion. The youth of the industry is being featured in their challenge to older growers on methods of production, and will also furnish wholesome entertainment during the various sessions of the association.

The new marketing setup will be discussed from all angles. Be sure to come. Bring your friends with you and feel at home and free to express your views on this timely subject.

### THE BANQUET

The banquet will be held at the same place as last year on Tuesday evening, January 19, 1936 at Six o'clock. Bring your wives, mothers, sisters and sweethearts with you, as a splendid meal is assured, wholesome entertainment, fun for everyone.

No. There will be no sweet potatoes served.

### EQUIPMENT

More space will be devoted to potato equipment, seed, spray materials and fertilizer than at any previous show. Many of the manufacturing companies will for the first time show new developments in potato machinery. It will be worth while seeing. You cannot afford to miss this show.

### THE POTATO BAKING BOOTH

The Association will again operate the baking booth. The capacity will be increased and the service improved. Have a Pennsylvania baked potato. No one should leave the show without experiencing the joy of eating, not one, but many of these delicious baked potatoes. Yes, butter, salt and pepper will be furnished. Many eat the jackets. Suit yourself. They are good. Come, let's have another baked potato.

### THE OFFICE

This year for the first time in the history of the Association an office will be maintained, booth No. 106, Section "A," near the Baking Booth, for the convenience of the membership and friends of the association.

From this office the business of the association will be transacted during the show, memberships renewed for 1937, new ones solicited and questions answered. Here also may be obtained banquet tickets.

If you have not paid your membership for 1937, plan to renew it during the show. If you have never been a member, resolve to take out a membership during the show. The cost is \$1.00 per year which includes all issues of the *Guide Post*.

You are cordially invited to make this spot your headquarters during the 1937 show.

"By the streets of 'by and by' one arrives at the house of 'never'."—Cervantes.



## PEDIGREED SEEDS

WRITE FOR DESCRIPTIVE CIRCULARS AND PRICES

FIELD SEEDS FROM  
HIGH YIELDING STRAINS  
Potatoes, Oats, Barley, Silage Corn, Cabbage,  
Husking Corn, Soy Beans, Wheat, Field Beans,  
Hardy Alfalfas, Clovers and Grasses. Millets,  
Sorghum, Sudan Grass, Rape, Reed Canary  
Grass, Cornell Pasture Mixture.

EARLY TO LATE HYBRID SWEET CORNS  
Yielding 25% to over 100% better than old  
favorites, more even ripening, better type and  
quality. Produced especially for home and  
market gardeners. With our series of hybrids  
you can have delicious sweet corn from June  
till fall frosts.

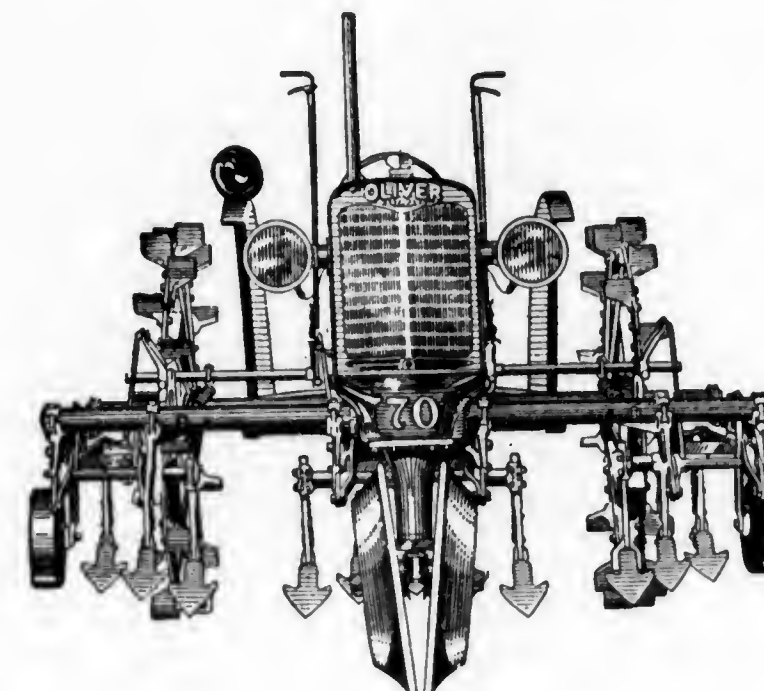
### FARM CHEMICALS

To fertilize soils, treat seeds, protect crops.

K. C. LIVERMORE

Box 0

Honeoye Falls, N. Y.



DON'T FAIL TO SEE  
*the*  
**OLIVER EXHIBIT**  
*at the*  
**FARM SHOW**

*Also at the*

**Oliver Branch House**

1430 Mayflower Street

**Oliver Farm Equipment  
Sales Company**

Harrisburg, Pennsylvania



### A PROFITABLE VACATION

This is what one girl only 19 years old did during her vacation: She raised a patch of potatoes.

That may not seem romantic or thrilling, but her achievement is attracting attention. Her name is Kathryn Cytrynak and she lives at North Greenbush, a village in New York.

And that potato patch was only about three-quarters of an acre, not much bigger than a good sized city lot. But Kathryn made it produce 601 bushels of potatoes which she sold for \$751.25. Most potato growers are well satisfied to raise 100 bushels on a whole acre.

Of course, there is a little more to the story. Kathryn had the advice of one of the professors of the New York State college of agriculture. A college education helps even in raising potatoes.

(This article was clipped from a recent issue of the *Clearfield Progress*, and suggests such enterprise is a challenge to Pennsylvania youth—and even the seasoned growers!)

"As if you could kill time without injuring eternity."—Thoreau

*We Are  
Looking Forward  
To Meeting  
Each and Every  
Member  
at the  
Farm Show*

### POTATO GROWER AT FARM SHOW

*(Continued from page 18)*

As potato growers let us be proud of our business and our industry. Let us not only be first in value of this great crop among the forty-eight states, but let us individually and collectively continue to be pioneers in a great enterprise. As a potato grower at the 1937 Farm Show—Be thoughtful, keen of observation, studious, expressive of ideas, and cheerful, and you will renew old friendships as well as make new ones and renew your inspiration and confidence for the coming year.

## RESOLVED FOR 1937 WHEN SHIPPING POTATOES THINK OF ALBERT C. ROEMHILD

COMMISSION MERCHANT

122 DOCK STREET

PHILADELPHIA

## If you are a . . . PROGRESSIVE POTATO GROWER

YOU ARE USING

# AMMO-PHOS\*

*High-Analysis Complete Fertilizer containing 30 to 40% plant food.*



You Are Reducing

your hauling and  
handling charges.

You Are Producing

more and better potatoes  
at less cost per bushel.

## AMERICAN CYANAMID COMPANY

*Manufacturers of 'Aero' Cyanamid and 'Ammo-Phos'*

30 Rockefeller Plaza

New York, N. Y.

\*—Reg. U. S. Pat. Off. and Prin. Foreign Countries



Don't  
Forget  
Your  
1937  
Membership  
To The  
Association

### Cambria County Certified Seed Potatoes

Cambria County Certified Seed Producers have a light soil, a high altitude, and a cool climate; all the requirements necessary for production of high quality seed potatoes.

Located in Pennsylvania means low transportation costs for Pennsylvania growers. Thus we can supply you Certified Seed Potatoes of highest quality and save you money.

We solicit your patronage.

*Cambria County Certified  
Seed Potato Producers  
Association*

J. A. FARABAUGH, Salesman  
Bradley Junction, Pa.

For Higher Potato Yield

use

"Bell-Mine" Lime



VISIT US AT THE FARM SHOW—BOOTH 312

**Warner Company**

BELLEFONTE DIVISION

EXECUTIVE OFFICES

1616 WALNUT STREET, PHILADELPHIA

"BELL-MINE" PLANT

BELLEFONTE, PA.

Spraying or Dusting Is Absolutely Essential  
For Quality Yields Demand

## WASHINGTON

*The Spray or Dust Lime You Will Eventually Use*

A High Grade HIGH CALCIUM PRODUCT in—

LUMP,  
PEBBLE,  
POWDERED &  
HYDRATED FORMS.

ROTARY KILN PRODUCED,  
SCIENTIFICALLY PREPARED,  
PACKED IN STANDARD SIZE  
CONTAINERS.

*Manufactured by*

**The Standard Lime and Stone Company**

2004 First National Bank Bldg., Baltimore, Md.

N. E. DIETRICK, Sales Representative

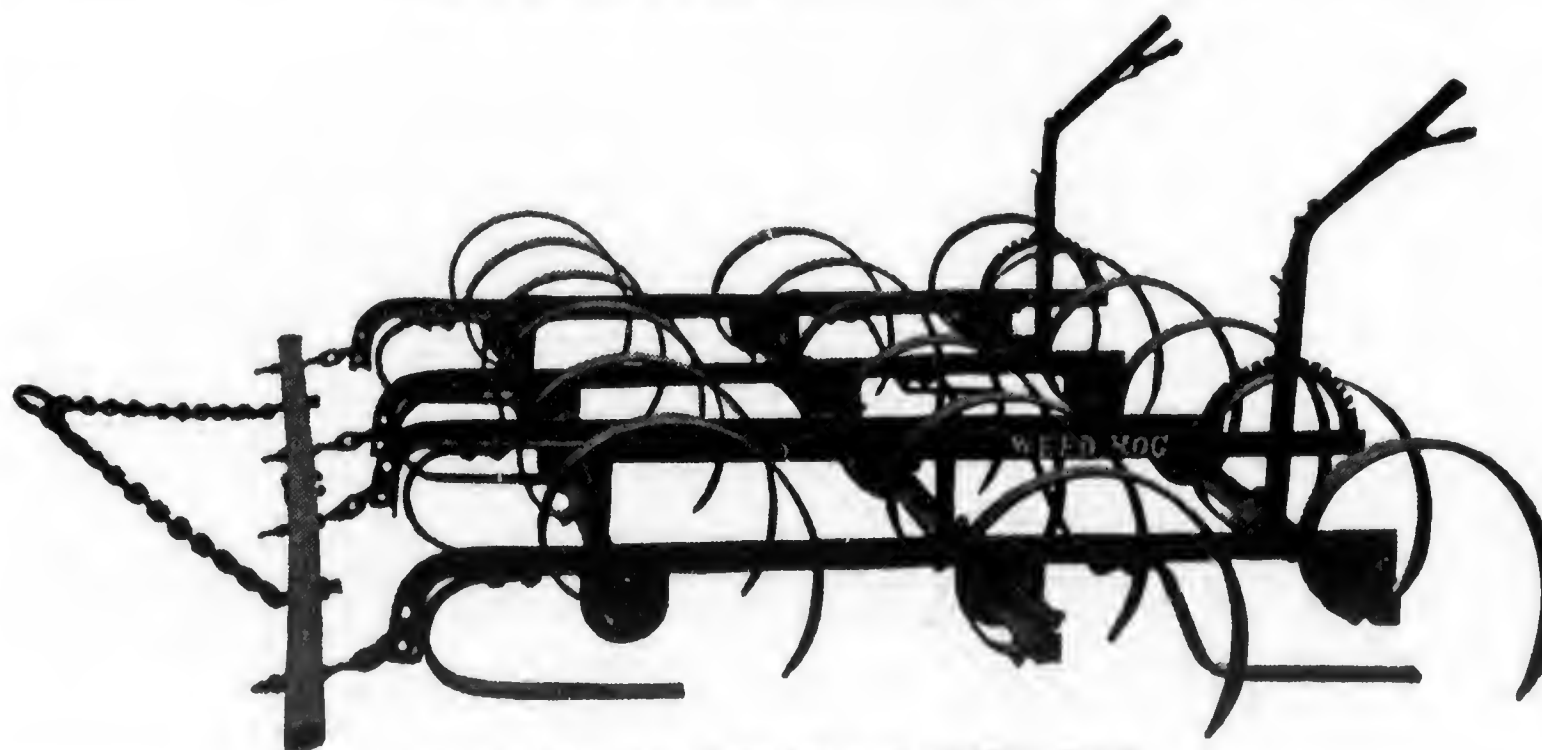
### THE POTATO GROWER'S CHOICE

Deep working, spiral shaped teeth dig like a plow, creating the PERFECT SEED BED potato growers must have. Plowed under cover is shredded and strewn THROUGH the plowed depth. Makes a moisture reservoir that means money in the bank.

### BABCOCK HI-BAR WEED HOG

A completely FLEXIBLE tillage tool with extra high frame and under slung tooth bars. Gives greater clearance; freedom from clogging; a fast worker that lowers field costs.

See it at the FARM PRODUCTS SHOW—Spaces 537-538



Only BABCOCK makes the WEED HOG

Ask for Folder  
WH-8 . .

also

Babcock  
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SPECIAL  
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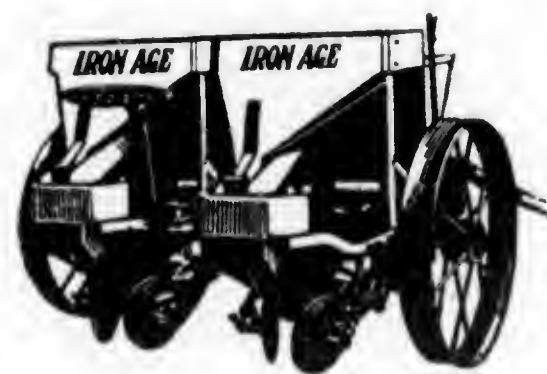
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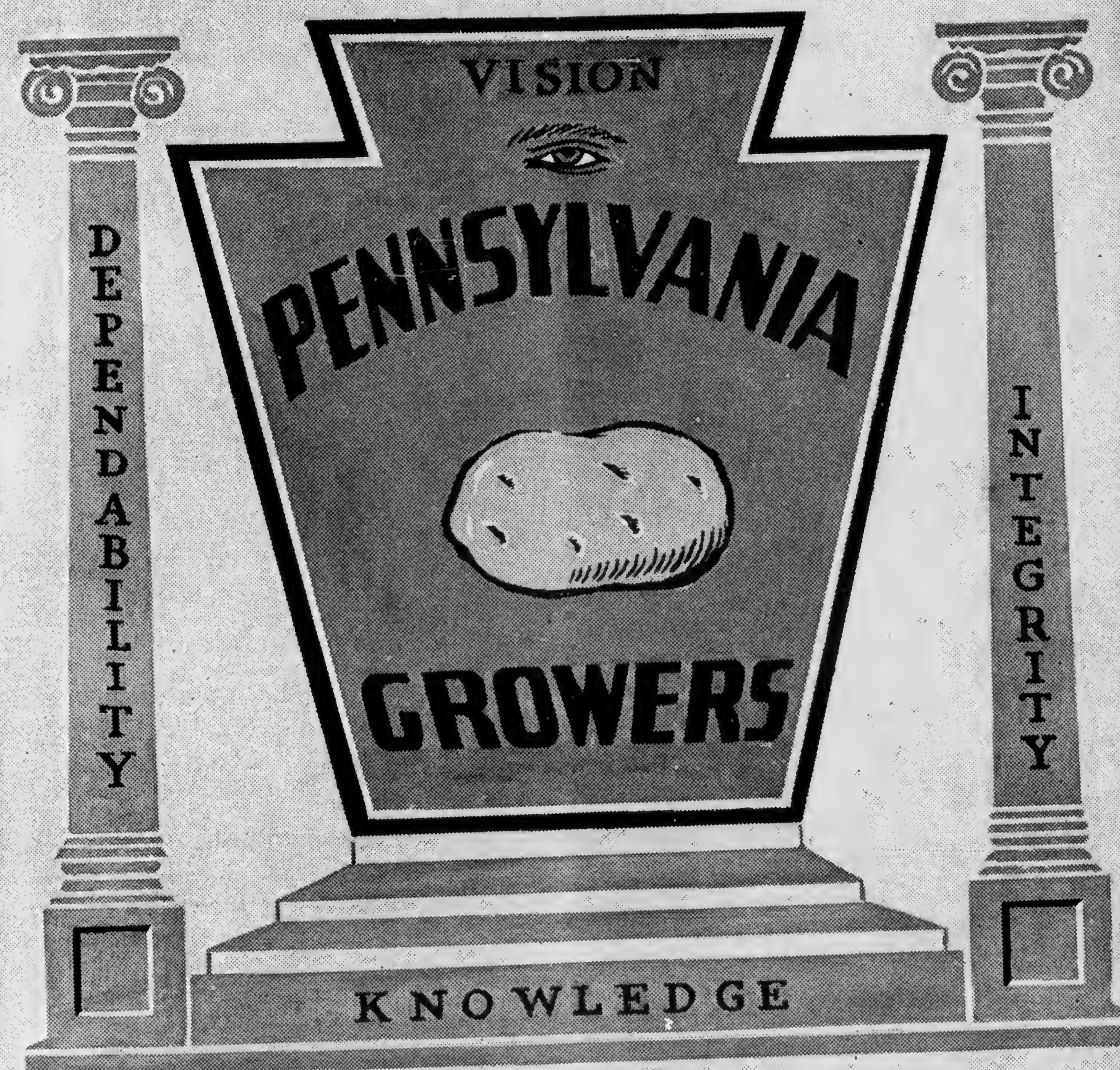


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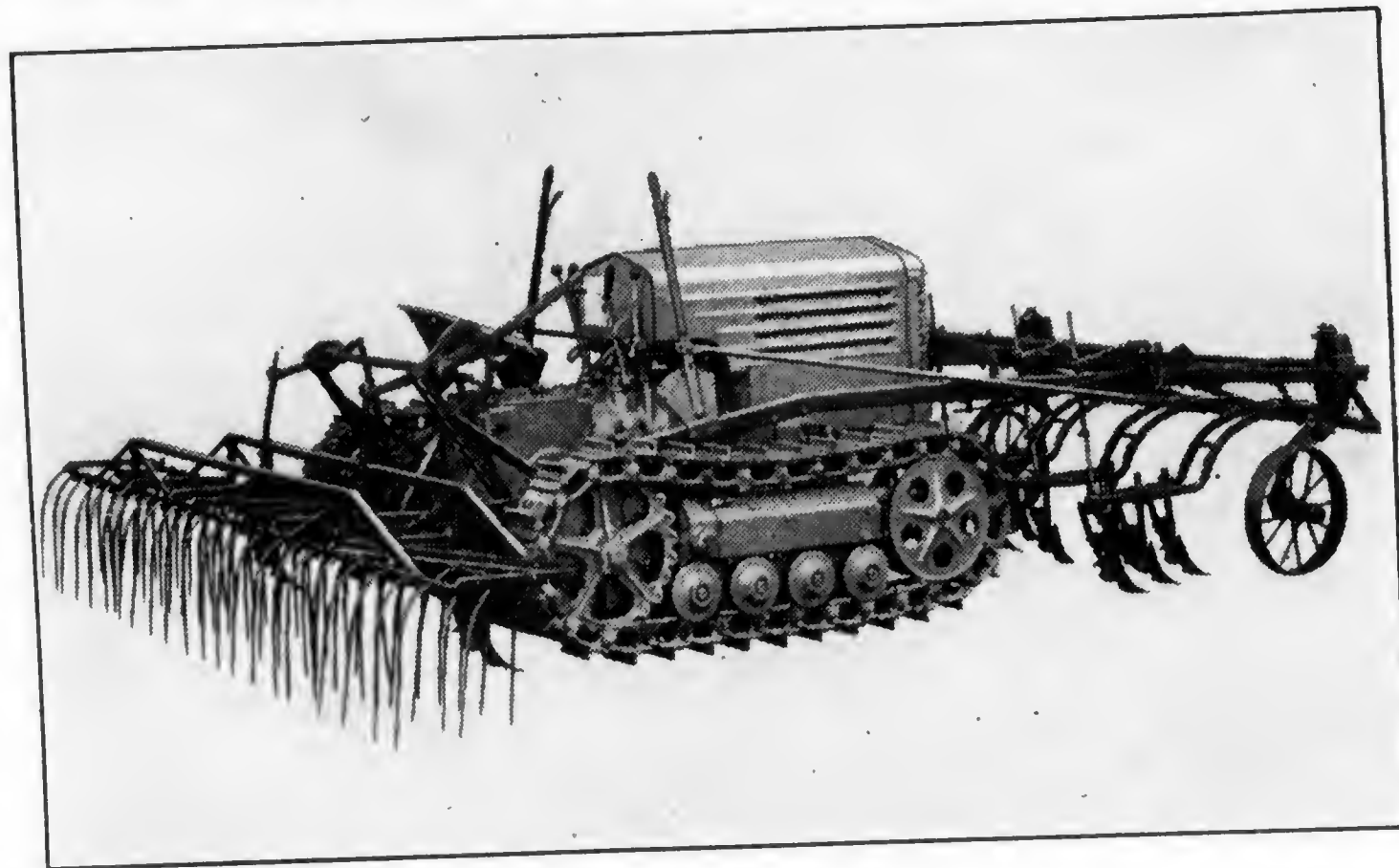
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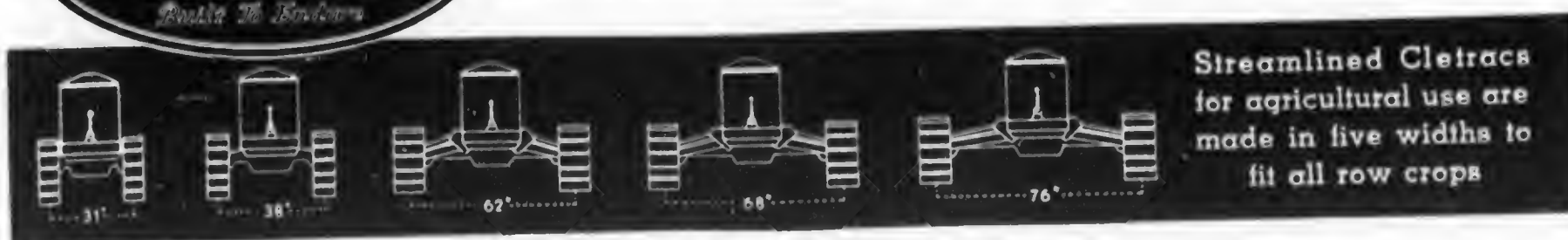
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Vol. XIV

MARCH, 1937

No. 3

## Early Experiences in the Marketing Program and Its Future Prospects

by FRED W. JOHNSON

I find it difficult to compress in so brief a space all that I would like to say about our first year's experience with the new potato marketing plan, and of its future prospects.

Blessed with leadership that kept its feet on the ground, planned wisely, worked hard, and refused to be balked by many an unexpected hurdle, the Association abundantly demonstrated its ability to chart a brand new course in a very old industry.

Perhaps the best illustration of the fine cooperative spirit that actuated growers and producers throughout this critical first year, was the fact that in no single instance did there develop any friction or unpleasantness, a splendid tribute, it seems to me, to the earnestness and sportsmanship of all concerned.

Then, too, we were most happily situated in having the invaluable cooperation of the staff of State College, and of the Pennsylvania Department of Agriculture, and the remarkably efficient corps of inspectors, and contact men, without whose support progress would have been more difficult and results much less satisfactory.

I think most men will agree with me when I say that business today has become too taut, and tense, and serious. Buying and selling potatoes has never been anything more than a strictly business transaction, with a dash of worry and the hope of a small profit, and little else.

As I write this little message to my friends out on the farms of Pennsylvania, I am wondering whether we may not unconsciously have come upon something even more interesting, and helpful, than

just a better method of marketing the annual potato crop of this great Commonwealth.

I am wondering whether we may not be setting up a new type of business transaction, in which personal contact, pride of product, and friendly understanding, will replace some of the age old practice of concentrating exclusively on quality and price as between seller and buyer.

Certain it is that in the past year there have been some very remarkable changes. Pennsylvania potatoes no longer are just potatoes to the distributor. Shipments are beginning to bring with them an acquaintanceship with the grower, something of his personality, and a clearer understanding of his problems. It is still a business transaction, but with more of the warmth of human touch, which is just what all business needs today.

It has been my good fortune to attend all of the meetings of the Joint Conference Committee of the Association, and several of its annual conventions. Always my conviction has been strengthened that here at last is something that will put a firmer foundation, and a fresh infusion of faith, into the business affairs of men.

Then, too, I like to ponder the ultimate objective of this mighty effort of grower and producer to do a better job—to the benefits which even now are flowing to the consumers of the products of Pennsylvania's matchless farms.

Here, because of their long merchandising experience and first hand contact with millions of consumers, the distribu-

(Continued on page 5)



## Impressions of Florida

BISHOP—RAMSEYER—NIXON

As many readers already know, the three gentlemen whose names are mentioned above, left the State Farm Products Show on Thursday for Florida. Many were the discussions entered into, for we were riding together day after day. Any proposition up for discussion requiring settling was stated, the question called for, all in favor and the I's have it. These impressions are therefore much discussed observations, otherwise we could not remember them well enough to write them, almost a month after they were made.

In the first place we decided that Florida was a "right smart" distance away from Pennsylvania. It took us two daylight days to reach the state line of Florida, and then we were more greatly surprised to find that it took another daylight to reach our destination—Homestead, just a few miles from where the Florida "Keys" begin (consult a map if you are interested in the geography of this section). In the second place, we were impressed with the apparent endless expanse of wild land, made up of swamps, sandy upland, and forests. This impression, however, was no different only more so, from what one gets traveling anywhere, even within a few miles of Philadelphia—waste land everywhere, and, as the land sharks in Florida say, "There is only a wheelbarrow load of good land down here."

The third impression which almost staggers one is the water—water everywhere—water on both sides of the road. It makes one think that the streams are overflowing their banks. As a matter of fact, this Southern tip of Florida is only six or eight feet above the sea. When one considers that half of the fresh water of the entire earth is in our Five Great Lakes, there must not be so much down in Florida—just much by comparison.

We were impressed with how little it took to exist in this country in the way of heat and shelter, if one would be content to just exist. No windows to wash, no wood to cut, no ashes to carry—just "shelter in time of the storm."

Of course we were impressed with the many new and unusual kinds of trees and plants. None impressed us more than the Long Leaf Pine. Yes, long leaf. The pine needles were up to eighteen

inches in length. This is the turpentine tree and growth the farthest South of any of the pines, and is used for box and crate making. Were it not for this tree, it is doubtful if wooden boxes and crates would be used universally for packing Florida fruits and vegetables.

Another thing that impressed us was the apparent lack of concern regarding forest and field fires. Of course, this was the fire season, but they appeared to be raging everywhere, and nobody doing anything about it!

We were impressed with the fact that this is a new country, new in development, new in geological formation. All nature seems to be at work here in the process of building land. Luxuriant vegetation grows up annually only to fall down and add its bit to the corals and other sea animals which are constantly being added to the under sea mountain top. One has to see to appreciate how the Banyan trees walk out, so to speak, knee deep in the salt water taking advantage of the coral footing thus mutually engaged in the original soil building program.

We were impressed to find that the real agricultural development was located back on the side roads, thus, one driving through the state on trunk line roads gets an entirely wrong impression of the agricultural developments and possibilities.

The biggest thing in Florida is the everglades—awe inspiring, frightful. The Indians who inhabit them are dirty, lazy, and are domesticated about like our swine.

The most wonderful thing in Florida is Daytona Beach.

The most characteristic thing in Florida is the Palms—the most beautiful, the Royal palm, and at their best in Fort Myers.

The greatest man-made thing in Florida is the Fort at St. Augustine.

The most beautiful is the Ringling Art collection at Sarasota.

The most sentimental thing in Florida is the Bok Bird Sanctuary—the singing tower. Without quite knowing why one feels he is in the presence of the mysterious. Happy with the feeling it imparts, though not hilarious, it reminds one of

being in a great temple, though it is all in the open.

The most terrible thing in Florida is the ghost cities—the result of the boom days where many were thought of but never started—many started, but never finished. The sidewalks and curbs meet one for miles out in the country, now overgrown with palms and long-leavers. The frame works of hotels, five stories high; houses with walls and no windows staring out like human skulls. Here, surely, is the life blood of many a deluded Northerner in the great insane development program.

The truth about it is that Florida is a beautiful place to go in the winter time—and it may be beautiful in the summer—we've not tried that. But it does impress on to go from zero weather in coats and furs in three days to firs and no coats. It is truly a winter playground.

The Homestead and Gould sections are the tropical part of Florida. Here potatoes are planted during the month of November mostly and are harvested beginning the latter part of January. We saw potatoes 84 days from planting that would yield better than 200 bushels per acre.

The weather and appearance of the vegetation reminds one of late August up north. The sun is blistering hot—but it is comfortable in the shade. Vegetation has not yet begun to grow, even the weed problem is of minor importance in potato growing because of the fact that it is too early for them to grow rapidly. It is clear that there is a period when they do grow well for a pig weed type of plant—it grows to such a height and diameter that one can climb its branches. These weeds and other vegetation grow during the months beginning with April. When the folks return in October, their residences are completely hidden with weeds of various sorts. Potato growers of this section of Florida come from the North—Maine, Canada, Pennsylvania, New York, Ohio, Iowa, Wisconsin, and North Dakota representatives were met. Some went down originally for their health; others to avoid winters in the North; and others to grow potatoes as a business.

The chief hazard seems to be abnormal rainfalls either in November or in February. Both late Blight and Aphis are present depending on the seed. Spraying is difficult when it is wet and blight rages. There is lots of aeroplane dusting going on. This is at least interesting and amusing. The operators certainly get expert in manipulating their planes—now up over a clump of palms and then suddenly down on the other

side. Of course this leaves lots of dust up in the air.

Harvesting is done in crates—all picking done by colored folks—as many as 200 in one field. There is lots of talk and laughter, and occasionally a chanting among them. One is tempted to question the efficiency of their picking.

All of the potatoes are brought to assembling grading stations which are elaborate affairs—some of the larger ones costing in the neighborhood of \$50,000. It was costing the growers 40 cents per volume bushel box to load them on the cars. Transportation to the Northern markets is high, which puts the potatoes of this section in the luxury class. It looks like, even so, this section is destined to increase its production. Potato growing through the months of December, January, and February is fascinating, to say the least. Some years the growers do pretty well. It may become established in such a way that the Southern crop will become a real competitor for Northern potatoes during the months of February and March. This would mean that Pennsylvania would have to move her crop to market by the first of February. All of this remain to be seen.

This section produces well carrots, tomatoes and almost any of the common vegetables—all they need, is a nearby market. If all of the ghost towns had been populated the way they were laid out, produce, including potatoes, would have had to be shipped from the North to feed them. The question is, will these towns be built up ever? Of course, Florida has two other major industries—one is skinning the Yankees and the other is producing citrus fruits—all of which amounts to millions each year—the natives are about equally divided on which is the more profitable!

### EARLY EXPERIENCES IN THE MARKETING PROGRAM AND ITS FUTURE PROSPECTS

(Continued from page 3)

tors have been able to bring to the grower something that he never before has enjoyed in like measure, the quick and accurate reaction of the consumer to grade, quality, price and packaging. What Mrs. Housewife will buy, and what she won't buy, is the final test of all of our efforts.

I am happy to convey to the officers and members of the Association, the warmest best wishes of their colleagues among the distributors, and their assurance of continued interest in and support of the Pennsylvania Potato Marketing Plan in the years to come.



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

**Hear Ye!**

**Hear Ye!**

**Hear Ye!**

Subscriptions are necessary and a great help, but they do not pay the publication costs of the GUIDE POST.

Who, then, makes its publication possible? The ADVERTISERS. Members, patronize our advertisers and tell your friends.

THE GUIDE POST

### EDITORIAL

Planning our spring work and planting our crops on paper while passing winter evenings around the fire-side, I presume is what most of us potato growers are engaged in now, as spring is just around the corner.

The first year of the new marketing set-up will soon be history. The directors of the Penna. Cooperative Potato Growers' Association feel very grateful to the co-operating growers who have taken advantage of this marketing program. The pioneers of any movement need to be commended, as they help to make the road more pleasant for others to use.

By this time, we realize just what it means in a state as large as Pennsylvania to put in operation a new marketing plan. This plan was not set up to help those who do not need a better selling for their potatoes, but to assist any who have need of a larger marketing outlet. Many growers have expressed their intentions to use this service next year.

Every effort should be put forth to grow a better crop of potatoes. Our production program is sound, keeping in mind at all times our fundamentals—humus, good seed, foliage protection and vision. (Vision is the mystic window through which genius beholds the future. Vision directs enthusiasm, faith, courage and the will to definite achievement.) Any produce well grown and well packed is half sold. The rounded out program is first—well grown, then well packed, and then well sold. The answer is satisfied customers which is the solution to marketing.

May I urge you to take new faith and courage in our potato industry, making an effort to do all we can to again re-establish the Pennsylvania Potato on our markets in its proper place. This can be accomplished by co-operative efforts.

We would suggest that counties not set up in this marketing project should contact Mr. E. B. Bower, General Manager, Bellefonte, Pa., and have the necessary arrangements made.

WALTER S. BISHOP,  
President

"We should every night call ourselves to an account: What infirmity have I mastered today? What passions opposed? What temptation resisted? What virtue acquired? Our vices will abate of themselves if they be brought every day to the shrift."—Seneca

## Potato Plans for 1937

by J. B. R. DICKEY

With production costs, such as seed, labor, etc. high it will be very much in order for the potato grower to consider well his plans for the coming season. He cannot know what he will receive for this year's crop, but one thing is certain: if the yield is low, profits are also bound to be pretty small, or more likely non-existent. While this is not a prophesy, it is a pretty good plan to ask the question: "How many bushels of potatoes at 50c will it take to pay for this item of expense or this piece of machinery?" No chancy corners should be cut or undue risks taken and experience teaches that high prices are almost certain to be followed by a tendency to gamble and increased acreages.

In the first place, potatoes should never be planted on land which cannot be depended upon to produce a good yield and a good clean crop. In case of doubt it is generally better not to plant. The previous crop is important. Potatoes almost always do best following a clover of some sort. The men with a two-year rotation, where the weather was dry last year, have mighty little to turn down this spring, as often happens. A two-year rotation works pretty well on fertile farms, but is not as reliable as a three-year rotation where clover or alfalfa are mown one year. Observations are that the soil seems more solid and less satisfactory late in the season where only a one-year's growth of soft, quick rotting sweet clover is plowed down, compared to where a dense sod of older clover roots is broken up.

It is not safe to delay long in plowing sweet clover or other crops in the spring in the hope of securing more organic matter. The small gain is seldom worth the loss of moisture which it involves. Late plowing is too apt to mean a dry cloddy seed bed and a poor stand. On the other hand, one of the worst things is to plow or work the ground before it is dry enough. A pretty good rule is to plow for potatoes when the soil is in the best condition to plow well.

A good potato seed bed is one which is loosened deeply but not pulverized too finely. A worn-out spring tooth harrow will not rip up the ground as it should be done; but a new one is one of the cheapest and most useful tools on the farm. With a well-loosened soil there is little trouble getting the seed down where it should be air can penetrate and

conditions for germination and growth are good.

Early potatoes should go in as soon as the soil can be worked to advantage in order to develop before hot dry weather interferes, and to get to market in good time. They must grow rapidly before most of the plant food in sods and manure become available. Consequently, if any potatoes must go in on stalk ground or get no manure it had best be the earlies. For the same reason they will also respond to richer and more liberal fertilization than the late crop which goes in later and grows more slowly. Probably about 1,000 lbs. per acre of a 4-8-7, or even a little more, will be about right for Cobblers.

Late or early planting of the main crop is a debatable question. Early, or medium early, planting may be expected to produce the largest yields if the crop is well sprayed and if weather is favorable throughout the season. However, weather seldom is that way, and early planting followed by dry spells very often results in second growth and a rough unsalable crop. Later planting, around June 1st, generally produces smoother potatoes, but delaying planting should not be over done or the seed will deteriorate, the crop will be too much reduced in size and bushels and plenty of grief may develop from frost damage and wet weather at digging time.

High priced seed should not be too much temptation to take a chance with doubtful or unknown stock. Certainly there is no reason for one using seed more than one year removed from a disease free source. Such seed need cost little if any more than ordinary table stock. Poorly stored seed which has sprouted and shriveled badly is a great handicap and should be disposed of if something better is obtainable. Seconds from good seed stock may be depended upon to give a good account of themselves. If planted whole they will be much safer than cut seed when unfavorable weather conditions follow planting.

Ample seed is generally good economy even when it is high. One ounce seed pieces planted 10 inches apart in 32 inch rows will require 20 bushels per acre. On good soil this is not too close to plant and a one ounce seed piece is really too small. One and a half ounces is small



enough. The safest plan is to get the seed into the ground as soon after cutting as possible. Exposure to drying, especially exposure to sunlight, has been the cause of many poor stands. Deep planting, 3 to 4 inches below the surface, will permit vigorous harrowing of the patch, will promote better crop development and the deeper setting desirable to avoid sunburn and frost damage. If the planter will not put the seed down as far as it should go, even after thorough and deep harrowing, marking out with a riding cultivator equipped with a big shovel on each gang and run twice in each row will make deep planting easy and will also accurately space the rows. Care must be taken, however, not to let the marker get too far ahead of the planter and permit the soil in the rows to dry out and warm up before the planter comes along.

Too much help should not be expected from the fertilizer. Wise fertilization of potatoes is very profitable, but good soil conditions, good seed and proper culture and spraying are fundamentals without which the fertilizer cannot properly function. For average or below average soil conditions about 800 pounds of a 4-8-7 is probably about as good as one can do and about as much as will be consistently profitable on Rurals. Where soil conditions are distinctly above average, however, as they are on many potato farms where manure has been used and luxuriant clover plowed down in a short rotation, there is plenty of evidence that 4% of nitrogen in a liberal application of fertilizer gives undue stimulation to vine growth. This is apt to mean a light and delayed set of tubers and a very disappointing crop, unless the season is late and favorable in the matter of moisture. Some growers on rich, well manured fields have found 500 pounds of superphosphate all that they need, but these are probably few. Some nitrogen and potash are generally very profitable, but where there is a tendency to produce very large vines it would often be wise to cut down on the nitrogen percentage. Cutting down the nitrogen percentage in average fertilizers usually means cutting down the potash also and raising the phosphoric acid. Our tests indicate pretty clearly that 8% of both phosphate and potash is about right, and either raising or lowering them is not so good, consequently a 3-12-5 or 2-12-5 does not seem just right. Going to a 2-9-5 is also questionable as it means the use of rather low analysis goods, involving poorer ingredients, and also too low

materials such as 4-16-16 or 4-16-10 would probably be better. The high analysis fertilizers are made from good materials, are now decidedly cheaper per unit of plant food, involve less labor in handling and results from their use have been perfectly satisfactory where the amount applied was cut proportionately.

Fertilizing Green Mountains, which develop much more rapidly than Rurals, is probably intermediate between the early and the late crop, but we have no experimental evidence and some reduction of nitrogen may in special cases be advisable. Neither have we any evidence of the so called extra elements of plant food under our conditions. Where such elements have been found profitable conditions were very different from ours and no manure is used in the rotation. Since the main object of nitrogen seems to be to stimulate early growth until the soil nitrogen becomes abundantly available, the quickly soluble mineral forms of nitrogen should fill the bill as well or better than the more expensive organic forms; at least where fertility is good.

While the fertilizer should go on with the planter it should not come in direct contact with the seed or the sprout. The best place for it is in bands at the side of the seed and a little below if the planter can be made to put it there. Mixing with the soil not only involves danger of burning but also seems to reduce the availability of some elements through chemical action with soil minerals.

If deeply planted the patch can be vigorously harrowed several times before the sprouts appear. The first cultivation may be deep and close, but later cultivations should be shallow and confined to the middle. All breaking and tearing off of roots is detrimental. It hurts the crop especially in hot, dry weather and may be responsible for some of the stem end browning. The weeder should be used frequently and late to knock the weeds out of the row while they are still small. Once they are well established the weeder will not hurt the seriously. A broad, low ridge made at the last cultivation is popular with the better growers, but high narrow ridges, which take all the loose dirt out of the middles, are to be avoided.

As to varieties, Cobblers are still the standard early sort. The new Minnesota Warba, a pink eye, which is supposed to be somewhat earlier, has yielded well in some cases and is worth trying in a small way where extra earliness is important. The Russet or white Rural is still the

(Continued on page 16)

## Our Certified Seed Potato Crop

by K. W. LAUER

Pennsylvania Department of Agriculture

According to the United States Department of Agriculture, Bureau of Agricultural Economics, 11,114,204 bushels of certified seed potatoes were produced in the United States in 1936 by the 25 States that are conducting a seed potato certification service. Total production last year was next to the largest on record, being exceeded only by the large crop of 1935 when 12,064,107 bushels of certified seed potatoes were grown.

The States reporting increases in 1936 over 1935 are Maine, Wisconsin, Idaho, Pennsylvania and Washington while decreases were greatest in Minnesota, Nebraska, North Dakota and Wyoming.

The certified seed crop was made up of the following varieties, which are given in percentage that each variety was to the total production of certified seed: Candler, 41.4%; Green Mountain, 25.4%; Triumph, 8.2%; White and Russet Rural other than Idaho Rural, 4.7%; Nette Gem, 4.0% Spaulding Rose, 3.2%; Early Ohio, 1.3%; Idaho Rural, 0.7%; Burbank, 0.2%; Russet Burbank, 0.16% and other varieties 11.0%.

While the amount of certified Cobblers available for planting the 1937 crop is somewhat smaller than the supply that was available last year, it is higher than for the previous two years. There also appears to be an ample supply of certified Green Mountains.

The story in regard to the supply of certified Russets and White Rurals is not quite so optimistic. The total crop of certified Russets and White Rurals is the lowest since 1932. Since the Pennsylvania crop is made up largely of Russets and it is just possible that some growers will not be able to secure certified seed unless orders are placed at an early date. The crop of certified Russets last year in Michigan and New York was even less than the short crop of 1935. These two States, with Pennsylvania, have been supplying most of the certified Russets that are planted in the Keystone State.

While there has been a tendency away from the Russet during the past several years, it has not become marked until this year. Even with a somewhat smaller demand for Russets, there is a question as to whether the supply of certified stock will be ample to take care of our 1937 needs. Pennsylvania certified seed growers report calls for seed this year

far in excess of the demands received up to the same date last year. Prices have been ranging between \$1.75 to \$2.00 per bushel, f.o.b. loading point.

In 1936 Pennsylvania, for the first time, ranked first in the production of certified Russets with a crop of 134,853 bushels compared with 134,179 bushels produced in Michigan and 65,560 bushels produced in New York.

In the production of certified White Rurals, New York led with a crop of 98,370 bushels compared with 36,947 bushels produced in Pennsylvania in 1936. Pennsylvania ranked second in the production of White Rurals last year.

In total production of certified seed potatoes, Pennsylvania ranked seventh among the 25 States with a crop of 207,472 bushels. This crop was grown in 14 counties of the State and these are given in order of production as follows: Potter, Cambria, Somerset, Northampton, Bradford, Lehigh, York, Sullivan, Indiana, Butler, Lawrence, Berks, Warren and Perry.

### MORE CERTIFIED SEED POTATOES

Production of certified seed potatoes in the United States last year was next to the largest on record, being exceeded only by the 1935 crop.

Pennsylvania was one of the five States which greatly increased their production of certified potatoes last year. Thirty-nine percent more certified potatoes were grown in this State last year than in 1935. The 1936 production was 67 percent greater than the average for the last five years.

The national crop of certified potatoes was 11,114,204 bushels last year and 12,084,107 bushels in 1935. The 1929-33 average was 7,830,115 bushels.

Higher prices for potatoes since last summer resulted in heavier shipments to the markets and to a reduced consumption on the farm. Only 17.8 percent of the 1936 crop was consumed on the farms where grown, compared with 20.3 percent the preceding season.

Pennsylvania ranked third among the forty-eight states last year in the production of potatoes. The productions of the five ranking states were: Maine, 44,

(Continued on page 18)

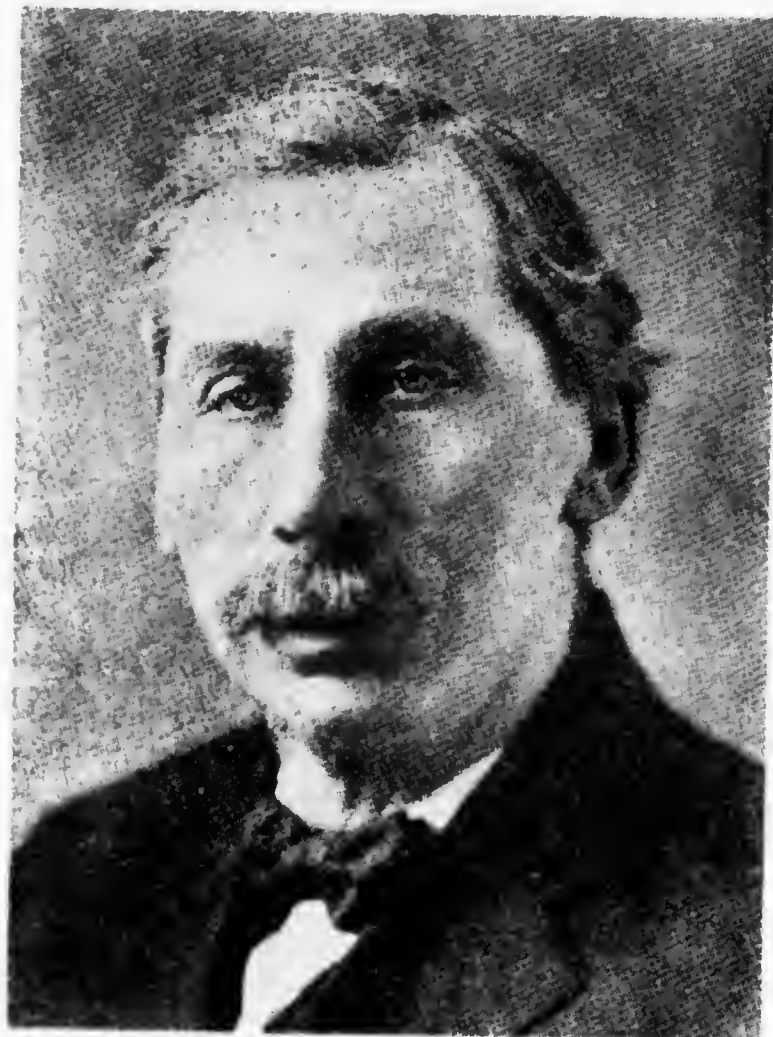


## H. J. Kitzmiller

by HENRY SMITH

*Dillsbury Vocational School,  
York County*

H. J. Kitzmiller was superintendent of an Orphanage in Franklin County, Pennsylvania. His outstanding contribution was his ability to show, that high yields of potatoes could annually be grown in an area where low yields are the rule.



"I am H. J. Kitzmiller—I know of no greater movement on the part of the State Potato Growers' Association, than that of fostering and encouraging the training of the youth of our State, in the fundamental principles of potato production and marketing."

He first made the 400 Bushel Club in 1928 with a yield of 503 bushels per acre.

A large measure of Mr. Kitzmiller's success was due to the careful planning which preceded the growing of each potato crop. It has been said, "That an institution is but the lengthened shadow of one man." That Mr. Kitzmiller's vision and work carried on, is evidenced in the fact that all plans for growing the 1936 potato crop, were made in the fall of 1935 previous to his death. These plans when carried to completion resulted in a yield of 453 bushels per acre, even though Mr. Kitzmiller had no part in directly supervising any of the operations.

## Groups Pictured on Next Page

No. 1. The Lower Paxton Vocational School group from Dauphin County who staged the scenes showing the organization and Inspection Training for participation in the State Association Marketing Plan. Reading from left to right—(back row) Robert Rupp, Lawrence Houck, Mark Grubb, Barner Gipe, Edward Harman, Rollin Brightbill, Glenn Bressler, Vocational Instructor, and Joseph Harman. (front row) Charles Shutt, Robert Leshner, Ivan Huff and Leroy Wickenheiser.

No. 2. The Hershey Vocational School group who staged the Marketing and Store scenes at the Annual Meetings during the Farm Show. Reading from left to right (front row) Chalmer Nye, Ida Freed, Harriet Shenk, Russel Deaven. (back row) Wilmer Brandt, Chester Bucks, Paul Ebersole, and Marlin Hershey.

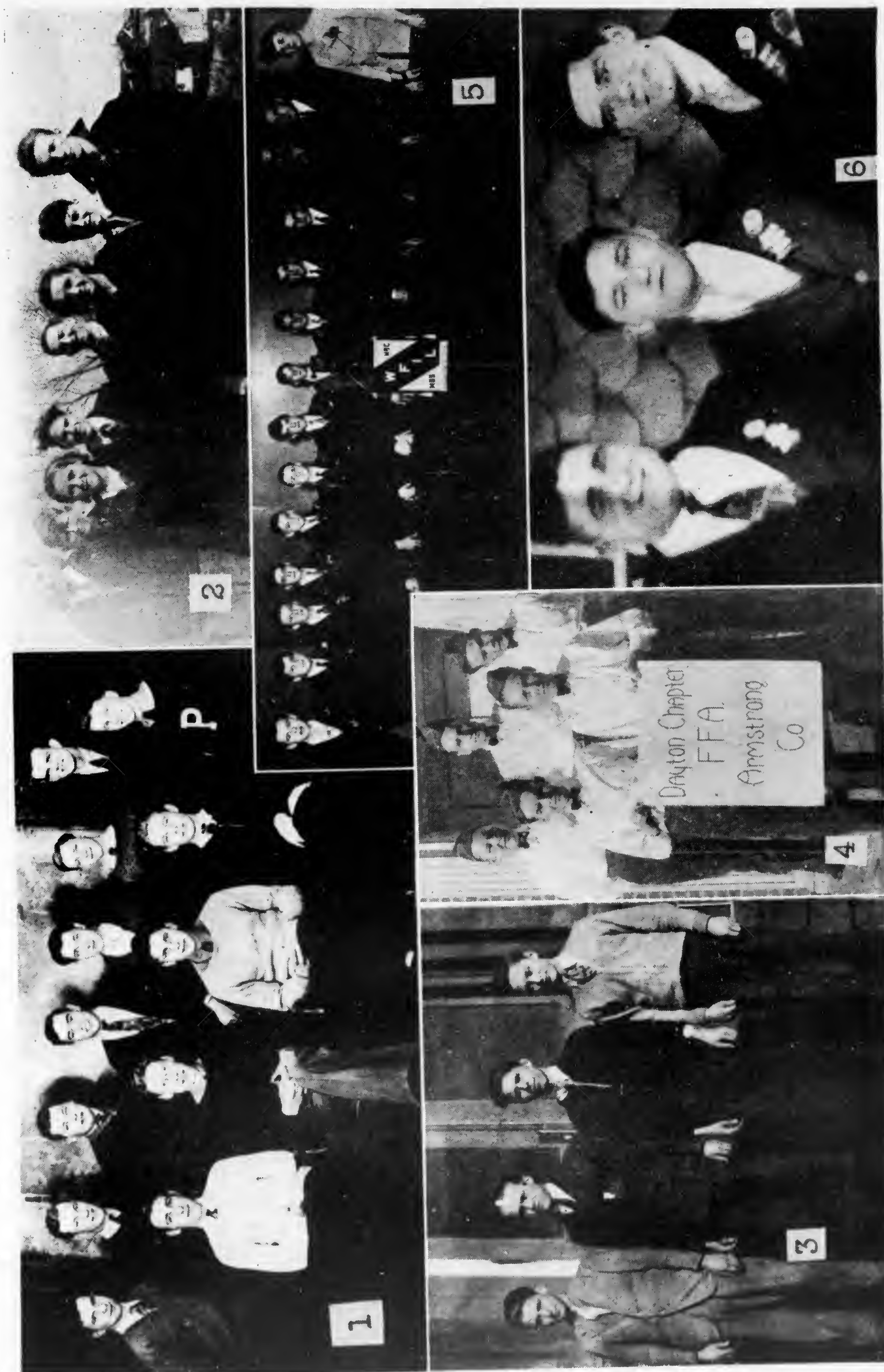
No. 3. The group from the Dillsburg Vocational School, York County, who portrayed the philosophy of Terry, Fritch, Kitzmiller, and Snyder. Reading from left to right—Henry Smith, Paul Miller, Earl Kinter, and John Schrum.

No. 4. The Dayton Vocational School group from Armstrong County who staged the play, "Two Conceptions of Potato Growing." Reading from left to right—(back row) M. Slaniger, L. Gearhart, E. Steffy. (front row) F. Good, C. McClelland.

No. 5. The Red Rose Chorus of Lancaster County which sang at the Annual Banquet. From left to right—Richard Mechley, Martin Moore, Jr., John Hauenstein, Richard Bomberger, Richard Lefever, Carl Herr, Eugene Carper, Leroy Hawthorne, Martin Shank, Simon W. Longnecker, Alvin Strickler, Milton Ranck, Paul Beshler, and Carolyn K. McClure, Director.

No. 6. The Lebanon 4H Quartet which sang at the Banquet. Reading from left to right—Wilson Deck, Mark A. Hershey, and David R. Bowman. Lloyd Bowman, the leader, was unable to be in the picture.

"Many a man who now lacks shoe-leather would wear golden spurs if knighthood were the reward of worth."—Jerrold





## POTATO CHIPS

No casualties resulted from the first installment of "Potato Chips" in the February issue, and, as the editor has requested that it be continued, here goes again.

\* \* \*

The produce dealers of Philadelphia state that Kahtahdins from New Jersey were discounted last summer as much as 50c per cwt. below the price of Cobblers. Just a matter of consideration for Pennsylvania growers who expect to go into this variety heavier.

\* \* \*

Messrs. Bishop, Ramseyer and Nixon report an excellent trip to the potato fields of southern Florida. Doc. Nixon was much impressed by the successful performance of Pennsylvania seed under Florida conditions. Walter Bishop was greatly interested in the success of co-operative marketing in the south. The trio reported that a good time was had by all. Just rubbing it in on the rest of us unfortunates who had to stay home and grade potatoes into Blue Label Bags.

\* \* \*

Most foods are advertised these days, and we understand that Maine has now started to advertise the "lowly spud." It may take advertising to regain the ground lost by potatoes in recent years in the national bill-of-fare. Potatoes have much merit for advertising purposes. They rank second only to wheat as a human food, are one of the cheapest foods available, are one of the most easily digested, medical authorities recommend them as one of the most healthful foods and they are not nearly as fattening as most people suppose.

\* \* \*

The directors have been considering a new association grade for 1937—(would equal U. S. Commercial 20% defects) and possibly be put up in Green Label burlaps to take care of crops not good enough to make Blue Labels. This grade would partly replace "Pennsylvania Partly Graded." Your comments on this proposal, pro and con, will be appreciated by Manager Bower. A postcard will do.

\* \* \*

Rumor has it that many Maine shippers are not expecting late spring prices to be much higher than at present. Possibly the heavy Maine shipments of late indicate the intention of cleaning up before the heavy southern shipments. On the other hand, the government reports

are hopeful for considerably higher prices before the late crop is disposed of. To hold late or not to hold late? That's one for you to answer.

\* \* \*

Dean Goodling of the National Farm School believes that the eating quality of potatoes is affected by the fertilizer application. His experience shows him that with his soil conditions the best quality tubers have been produced by applying 800 to 900 lbs. per acre of a mixture of 3 parts nitrate of soda, 3 parts acid phosphate and 1 part of nitrate—and the Dean can surely grow 'em!

\* \* \*

The February issue of the *American Potato Journal*, the montahly publication of the Potato Association of America, contained an article describing the Pennsylvania marketing plan. Every potato growing state in the Union is watching our progress. We have made mistakes and there are more kinks to be ironed out for next year, but at least we are going places and everybody knows it!

\* \* \*

Pennsylvania fruit growers are pleased because the receipts of apples in Philadelphia from Pennsylvania orchards increased nearly 50% in 1936 over 1935, while those from Washington decreased 29%. The corresponding record for potatoes is nothing to brag about—yet, but we may be able to crow a little ourselves within the next few years.

\* \* \*

The Potato Association of America had a membership of 11,114 at the end of 1936 compared to only 322 members in 1933. Membership costing \$2.00 a year brings the *American Potato Journal* which each month contains articles by leaders in the potato industry. Wm. H. Martin, Rutgers College, New Brunswick, New Jersey, is Secretary-Treasurer of the Association. I'm not trying to sell memberships but I am advising you of a good thing.

\* \* \*

This column wishes to pay its respects to one of our successful farmers who has given freely of his time and energy, both day and night, addressing meetings almost anywhere in the State, adjusting difficulties or offering friendly advice. Although he is more than busy on his own farm raising strawberries, poultry and potatoes, he always has time to help others. Did you ever know of anyone

(Continued on page 18)

## More POTASH Means More PROFIT

Potatoes are greedy feeders on potash. It is the most important element in a potato fertilizer.

For high acre yields there must be enough potash applied in the spring to satisfy the potato appetite throughout the growing season. Only vigorous, healthy plants will make the number of well-shaped tubers which will increase yields, lower production cost per bushel, and widen margins of profit.

It costs only a few dollars per acre for the potash needed in your fertilizer to guarantee not only the return of your seed, spray, and labor costs, but also the profits which you are seeking.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

To insure a good crop against potash deficiency, apply 200 pounds of  $K_2O$  per acre.

---

### American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



## Market Outlook

by D. M. JAMES

As of March 1st, the price level of Pennsylvania potatoes is slightly lower than a month ago. Total U. S. shipments have been maintained at a heavy rate which has given the market a slightly weaker tone. Comment was made in the February *Outlook* report that "at present high prices the markets of the country are unable to absorb as many as 700 cars daily without price concessions." Shipments have averaged better than 700 cars daily for the past month and the price level has not been able to advance with the heavy supplies in the terminal markets.

Maine has been supplying nearly half the shipments for the entire country, having averaged over 300 cars a day for the past few weeks. Other recent heavy shippers have been Nebraska, Idaho, Colorado and Florida (new crop).

Several factors point toward higher prices during March and April, while others give a less promising picture. The report, "Fruit and Vegetable Situation," dated February 1937, issued by the U. S. D. A. gives the following statement:

"It is probable that potato prices will continue to rise during the next 2 months inasmuch as the supply of potatoes, old and new combined, available for market during the first half of 1937 is the smallest since 1926—on the basis of the present supply and demand situation it is probable that a further advance of from 30 to 40c per bushel will occur by April 15." Other reports and articles in trade papers have indicated that potatoes would continue to rise throughout the balance of the season. During the past 6 weeks the potato market has not acted as predicted, and there appears to be some question in the minds of many, if it will follow predictions during the next 6 weeks. Factors which may act as a brake on substantial price advances during this period are as follows:—

1. Unexpected heavy shipments from Maine and other late states indicate either that more off-grade stock is being shipped than normal, that estimates of supplies on hand were lower than actual supplies, or both.

2. The north Florida potato deal is reported opening a full month ahead of last year which means heavy Florida shipment early in March, compared with first heavy shipments from Florida in April a year ago.

3. Sufficient rainfall, good growing weather and no freezes will bring all the new crop states earlier than last year and with greater acreages and yields per acre.

4. Although the January 15th farm price this year \$1.22 per bushel for the U. S., compared to only 65c a year ago, carlot shipments have been 16% greater this season to date than last year. It is quite likely that more than a normal supply of potatoes are stored in buyer's hands in terminal markets awaiting price advances.

Summarizing the situation, it appears that unless shipments drop off considerably, prices will not advance above present levels. There is the possibility that the heavy shipments are cleaning out the late states so that there will be an actual shortage before southern shipments become heavy enough to supply the entire needs of the markets. This possibility is of course dependent on the volume of late potatoes still to be moved, which is supposed to be the lightest since 1926.

### TRAINING SCHOOL FOR INSPECTORS PLANNED BY BUREAU MARKETS

The Bureau of Markets has announced that the annual training school for Federal-State Fruit and Vegetable Inspectors will be held at State College on March 23, 24 and 25.

The three-day course will include lectures by Penn State specialists in entomology and pathology, grading demonstrations by R. B. Donaldson, of the Penn State faculty, and inspection training and instruction by D. M. James, of the Pennsylvania Department of Agriculture.

Passing this course does not insure employment, but establishes eligibility.

Due to the lack of facilities for giving individual training, the enrollment must be limited to the first fifty applications received. No tuition or registration charges are made for the course.

Address D. M. James, Bureau of Markets, Harrisburg, Pa., for an application card.

"Devote each day to the object then in time, and every evening will find something done."—Goethe

Say neighbor!  
try this

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it's great stuff!

**AGRICO**  
FOR  
**POTATOES**

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A BRAND  
FOR EACH  
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The FERTILIZER with the EXTRA PLANT FOODS

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BALTIMORE . . . BUFFALO . . . NEW YORK



## POTATO PLANS FOR 1937

*(Continued from page 8)*

best bet for the average grower. They are resistant to scab and will best stand unfavorable weather and soil conditions, though they have their faults. Green Mountains are most uniformly of good cooking quality and sell well, but they are the most susceptible variety to scab, are apt to grow rough and knobby and have not found much favor outside the southeastern corner of the state. The Kahtahdin seems to yield well and makes a smooth salable crop almost entirely free from second growth. However it is susceptible to scab and the cooking quality is sometimes poor. The Chippewa has also been rather satisfactory. It resembles somewhat the Kathadin in yielding ability, susceptibility to scab, questionable quality and smooth shape. It is in demand by the potato chip makers who can use a potato which is not particularly good for baking.

Large yields are generally produced at the lowest cost per bushel. Good quality and salability generally goes along with large yields, save in the matter of second growth, growth cracks and such defects due to weather conditions. As with most lines of business, those with experience

*(Continued on page 18)*

## THE FACTS OF COOPERATIVE MARKETING

From Michigan Potato Growers' Exchange

First—The foundation of a cooperative as well as of any business is confidence which is built on integrity, fair dealings, efficient service, and mutual benefit.

Second—The reward of business for services rendered is usually increase of volume.

Third—Equitable consideration is due to management, members, and the general public.

Fourth—Knowledge of the operation, the possibilities and impossibilities are very necessary to the success of any business whether it be cooperative or not.

Fifth—Permanency and continuity of service are basic principles necessary to the success of cooperative organization.

Sixth—Obligations to itself, its members and the general public are necessary prerequisites to any cooperative organization and should always be keenly considered such.

*(Continued on page 18)*

## THE POTATO GROWER'S CHOICE

Deep working, spiral shaped teeth dig like a plow, creating the PERFECT SEED BED potato growers must have. Plowed under cover is shredded and strewn THROUGH the plowed depth. Makes a moisture reservoir that means money in the bank.

BABCOCK HI-BAR  
WEED HOG

A completely FLEXIBLE tillage tool with extra high frame and under slung tooth bars. Gives greater clearance, freedom from clogging; a fast worker that lowers field costs.

ONLY BABCOCK MAKES  
THE WEED HOG

Ask for Folder WH-8

Also Babcock raised frame SPECIAL  
Spring Harrow and

Babcock Remote Control HD Spring  
Tooth Harrow

BABCOCK MFG. CO.

Leonardsville, N. Y.



## BETTER PAPER

for

## POTATO BAGS

Address

Hammond Bag and Paper Co.

WELLSBURG, W. VA.



## POTATO CHIPS

*(Continued from page 12)*

more interested in improving conditions for Pennsylvania agriculture than Walter S. Bishop? (Walter might shoot me for that but he doesn't know who to aim at.)

\* \* \*

The article in the February issue by R. B. Donaldson contains much food for thought about the Philadelphia market situation. Briefly he states that Pennsylvania potatoes are not available to the entire buying trade in the Philadelphia market because they are mostly trucked to the Dock Street and Callowhill markets which use only 50% of the potatoes moved, the remainder assing through the railroad yards or river front piers. What to do about it? Donaldson says, "As Pennsylvania potato growers we should be vitally interested in any move to consolidate the markets of Philadelphia."

\* \* \*

Last month one of Dr. Nixon's famous quartette rendered the "Song Without Words" to an enthusiastic audience of potato growers at Bath, New York.—Oh, Elmer!

—WILLIAM SHAKESPUD

## MORE CERTIFIED SEED POTATOES

*(Continued from page 9)*

000,000 bushels; New York, 26,400,000 bushels; Pennsylvania, 26,268,000 bushels; Michigan, 26,125,000 bushels; Idaho, 22,260,000 bushels.

Planting intentions of the leading potato-producing states for 1937 are as follows: Michigan, 302,000 acres; Wisconsin, 287,000 acres; Minnesota, 279,000 acres; New York, 242,000 acres; Pennsylvania, 211,000 acres; Maine, 170,000 acres.

PENNSYLVANIA SEED  
PRAISED BY FRENCH

Farmers, truck gardeners and other planters cannot find safer seed than that produced by Pennsylvania seed growers, J. Hansell French, Secretary of Agriculture, said recently.

This was demonstrated recently when the Federal Government rought 224 criminal actions against seedsmen. None of these charges was against a Pennsylvania firm.

Dr. E. M. Gress, State botanist, commends the Keystone State seedsmen for the manner in which they have co-operated with his division to maintain a high percentage of seed germination, purity and varietal uniformity.

THE FACTS OF COOPERATIVE  
MARKETING*(Continued from page 16)*

Seventh—Contracts and undertakings should always be performed in both letter and spirit. Changed conditions do not justify cancellation of them without mutual consent.

Eighth—Waste in every form should be scrupulously guarded against.

Ninth—The proper method of operating a cooperative combined with strong support, should and will eventually render legislative aid unnecessary.

Tenth—The power of any cooperative is measured by its business methods and the intelligent support its members give it.

## POTATO PLANS FOR 1937

*(Continued from page 16)*

are those most apt to succeed. High seed should not discourage the regular potato grower but it should not mean an invitation to the inexperienced and unequipped to embark in the game.

WHEN SHIPPING  
POTATOES  
THINK OF

**ALBERT C. ROEMHILD**

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*If you are a . . .*

## PROGRESSIVE POTATO GROWER

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*High-Analysis Complete Fertilizer containing 30 to 40% plant food.*

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**You Are Reducing**

**your hauling and  
handling charges.**

+

**You Are Producing**

**more and better potatoes  
at less cost per bushel.**



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*Manufacturers of 'Aero' Cyanamid and 'Ammo-Phos'*

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## For Higher Potato Yield—use "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified.  
Use "Bell-Mine" Hydrated Lime in any formula where "hydrated lime" is specified.

"Bell-Mine" Pulverized Lime is packed in 180 lb. (net) steel drums with tight friction lids.



"Bell-Mine" Hydrated Lime is packed in 50 lb. special paper bags.

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"BELL-MINE" PLANT

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EUREKA POTATO MACHINES lower the cost per acre in potato growing. Save time. Save labor. Increase yields. Make more money for you and free you from the hardest work. They're modern, improved, dependable machines, built right to fit each job, and used by successful potato growers for over a quarter century.

**Potato Cutter**  
Cuts uniform seed. Operates with both hands free for feeding.

**Potato Planter**  
One man machine. Opens furrow, drops seed, sows fertilizer, if desired, covers and marks neat row—all in one operation.

**Sprayers**  
Traction or Power. Insects the crop. Sizes, 4, 6 or more rows. 60 to 150 gallon tanks. All styles of booms.

**Riding Mulcher or Weeder**  
Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 11 and 12 ft. sizes. Many other uses, with or without seeding attachment.

**Potato Digger**  
Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

Send for free Catalog showing all the Eureka Machines. Write today.

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The ideal tool to make deep seed beds for potatoes

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# THE GUIDE POST

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APRIL • 1937



# Low-Priced Insurance

Potash is now relatively one of the cheapest products which a farmer buys, a situation strongly favoring its usage in ample amounts to insure profitable yields of quality crops. Plan now to supply the plant food which will keep your crops growing vigorously to full maturity.

Potatoes are greedy feeders upon potash. They remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

Consult your county agent or experiment station regarding the plant-food requirements of your soils. See your fertilizer dealer or manufacturer about fertilizers high in potash. You will be surprised to learn how little it costs to get more potash in your fertilizers. Write us for additional information and literature.

---

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



Vol. XIV

APRIL, 1937

No. 4

## The English "Solve" Their Potato Marketing Problems By a "Riddle"

by F. F. LININGER

*(During the Summer of 1936 Dr. Lininger toured "Cooperative Europe" studying the interplay of producer and consumer cooperative activities. Chiefly the movements in Scotland, England, Denmark, Sweden, Finland, Germany and Russia were under observation.)*

In Great Britain when a large potato crop threatens to send the price tumbling down, farmers are not permitted to sell their smaller potatoes. Then when the crop is normal or below normal the minimum size permitted to be sold is lowered. The "riddle" is the English device for grading potatoes, which we know as the "chain" or "sizer."

The English program is not presented as a suitable plan for adoption in this country. Whether or not English experience can be applied to local problems is not the purpose of this discussion. It is described here only as a matter of interest; but perchance it is significant that this drastic method of price control has been operating for four years in England, leader among European democracies.

Farmers took the reins of marketing control under the Agricultural Marketing Acts of 1931 and 1933. These acts called for "schemes" to be presented by producer organizations. The marketing scheme must be approved by two-thirds of the farmers affected by the plan and must be passed by Parliament. Boards have been set up by these schemes to regulate production and prices.

Under the Potato Scheme, all growers having more than one acre in potatoes must be registered with the Potato Marketing Board. Sales of seed potatoes do not come under the scheme and since

regulation is only of sales, producers who supply only their own families and employees are not affected.

The Board may limit the proportion of the crop which the farmer may sell. The impossibility of contacting all producers and forcing them to sell only half or three-quarters of their crop was recognized, and so the control of the grade offered for sale was adopted as the most reasonable method of controlling the supply of potatoes on the market.

Farmers who expand their acreage in potatoes beyond their 1933 planting or their average planting 1931-33 must pay \$24 for each new acre put into potatoes. All potato growers pay \$1.25 per acre toward the expense of operating the Scheme.

Size of riddle is not the sole method of controlling potato prices. Its shortcomings have been recognized when farmers have dumped their potatoes on the market when they interpreted an increase in the minimum size as an indication of a large crop and coming low prices. If they had full confidence in the Board's ability to maintain the price in spite of a large crop, they would have nothing to gain by early marketing.

The Board has built up a reserve fund with which they buy potatoes when the market slumps. Advertising campaigns are promoted to induce people to eat more potatoes. Housewives are instructed in new ways of preparing potatoes for the table. This has been accomplished by the distribution of 219,340 copies of a potato recipe book. Potato exhibits are features of agricultural shows throughout the country. On the occasion of

*(Continued on page 20)*



## Possible Readjustments in the Fruit and Vegetable Markets of Pennsylvania

by R. B. DONALDSON

This article will present some possible readjustments in the fruit and vegetable markets of Philadelphia, the result of a cooperative study conducted by The Pennsylvania State College in conjunction with the New Jersey Agricultural College and the U. S. Bureau of Agricultural Economics. The results of this study indicate the outstanding need for a consolidation of all wholesale produce markets in the city of Philadelphia. Such a consolidation is necessary before such problems as unregulated selling hours, unethical trade practices and congestion can be intelligently solved.

There are five wholesale markets in Philadelphia, other than chain store warehouses, which are important in the handling of fresh fruits and vegetables. These markets consist of the Dock Street market, the Callowhill Street market, the Pennsylvania Railroad Produce Terminal, the Baltimore and Ohio-Reading Produce Terminal, and the river front piers.

The situation in Philadelphia is that there are excess facilities in some markets, with inadequate facilities in others. This is partly due to the over-expansion of the railroad terminal markets, but for the most part it is due to a shift in the type of business transacted on these markets. For several years rail receipts have been declining, whereas motor truck receipts, especially from distant points, have increased. This indicates that the trend is definitely toward more and more motor truck receipts. Philadelphia, although having more than ample facilities for handling rail receipts, has no facilities for handling any large quantities of produce received by truck.

One of the greatest objections to the present situation in Philadelphia from the point of view of the large buyer is the fact that it is a "split market"; buyers must patronize more than one market in order to obtain their supplies. This situation is made more difficult and expensive by the lack of correlation between the hours of selling at the various markets.

Sales of fruits and vegetables in wholesale quantities, therefore, should be consolidated into one location. Then large buyers would not find it necessary to visit

several markets to obtain their supplies, and wholesalers in Philadelphia would not be forced to operate in more than one market.

Such a consolidation of markets could be accomplished in several ways. As far as location is concerned there are two general possibilities; that is, the consolidated market might be organized either (1) near the present jobbing markets at Dock Street or Callowhill Street, or (2) near the railroad terminals.

A location near the present Dock or Callowhill Street market would have two advantages. First, the wholesale fruit and vegetable markets have been located in these areas for several generations, and, second, the location would be slightly more convenient for some local farmers and Philadelphia retailers than the location near the railroad terminals. The main disadvantage of the Dock Street or Callowhill Street location would be that the construction of a modern, consolidated market in either of these locations would require extensive renovation and expansion and would probably cost much more than a consolidated market near the railroad terminals.

There would be several possible ways of organizing a consolidated wholesale market at or near the railroad terminals. Such a consolidation should provide for the handling of at least enough truck receipts to give both quantity and variety sufficient to meet the needs of large out-of-town and chain store buyers. This would avoid a split market for large buyers and at the same time would relieve congestion on the Dock and Callowhill Street markets. Motor truck receipts at the terminal might be handled in several ways. They might be handled in the railroad terminals on the same trading floor or on an adjoining platform on the same basis as the rail receipts.

If, on the other hand, individual stores are preferred for handling these truck receipts at or near the railroad terminals, there are at least three possibilities worthy of consideration. First, the

(Continued on page 24)

## Pennsylvania's Potato Disease Control Program

by L. T. DENNISTON

Potato growers throughout Pennsylvania suffer heavy losses in yield and in the quality of their crops through diseases or through failure to follow practices that would eliminate losses due to disease.

The 1936 crop was one of the best ever produced by Pennsylvania growers yet there were but few growers who could not have improved the yield and quality of their crop by adopting better practices as to seed, spraying, seed and soil treatment, and through better meth-



(1) A program of Potato Disease Control calls for the use of disease free productive seed. It costs no more to grow a healthy, high yielding plant than it does a diseased one. We do not expect a sick cow to give as much and as good milk as a healthy one. Nor a sick flock of chickens to lay as many eggs as a healthy flock. Nor can we expect diseased seed or a diseased potato field to produce as good a yield or as good a quality as healthy plants or healthy fields. The production, selection, and care of seed potatoes are more important steps in a disease control program. A number of definite rules or recommendations are given to guide the grower on these problems.



(2) The sprayer represents the only piece of equipment especially devised for disease control in potato production. With 12,000 spray machines in operation in Pennsylvania, it is evident that potato spraying is recognized as fundamental practice in profitable potato culture. These sprayers represent an investment of several million dollars. Their care, repair and adjustment are extremely important. The efficiency with which the sprayer operates as to pressure and thorough coverage of the foliage must not be overlooked. Timeliness and thoroughness should be rules of potato growers when doing this important job. Although the above sprayer is not a high power outfit, the operator has done well in adjusting the boom and it is evident that the sprayer is in good working order.

ods in harvesting and storing the crop. In addition to the direct loss in yield, blemishes affecting the quality of the crop make the problem of proper grading more difficult and interfere with the grower marketing efficiently or in competition with the best potatoes from other sources. The advent of new and more exacting marketing practices not only in Pennsylvania, but in other states or producing areas, necessitates a more thorough attempt on the part of Pennsylvania growers in producing better quality. The adoption of practical disease control practices insures definite increases in

(Continued on page 16)



## THE GUIDE POST

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All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### LEGISLATION AFFECTING PENNSYLVANIA POTATO GROWERS

The 1937 session of the legislature promises to be a record breaker in the number of bills introduced. How many will pass both houses, receive the governor's signature and be written into the laws of the Commonwealth remains to be seen. A number of these bills are of particular interest to Pennsylvania potato growers and should receive their consideration. Lack of space prohibits printing the full texts of these bills in the GUIDE POST, but their numbers and a brief synopsis of each will be printed.

SENATE, No. 485. A bill to amend the cooperative act of 1887, which provides for greater leniency in the formation and operation of agricultural or other group cooperative organizations. The present, antiquated laws covering cooperatives and the recent trend toward the establishment of many new types of cooperative associations in Pennsylvania,

make it necessary that the law be brought into line with present day needs.

HOUSE, No. 1129. A bill to license and bond commission merchants doing business in the state.—Failure to have such a bill has cost farmers of Pennsylvania many hundreds thousands of dollars. Under the present system of regulation, Pennsylvania shippers have less protection in dealing with commission merchants situated in Pennsylvania than in dealing with receivers outside the state. The Federal Perishable Agricultural Commodities Act regulates interstate shipping but does not control intrastate shipments. Many other states have had such legislation for years.

HOUSE, No. 1705. A bill to amend the grape marketing law to include potatoes. In the session of 1929 the grape growers of the state had a grade labeling law for closed packages of grapes placed on the statute books. This law has assisted the growers to secure premium prices for high quality grapes. Number 1705 is the result of the potato growers' attempt to improve their marketing condition. Neighboring states have similar laws which place Pennsylvania producers at a disadvantage in the markets. This amendment to the grape marketing law would make it necessary for closed packages of potatoes sold or packed for sale in Pennsylvania to be marketed with the grade of the potatoes contained in the package, or with the term "Unclassified."

HOUSE, No. 1715. A bill to legalize the selling of Pennsylvania fruits and vegetables by volume bushel rather than by a weight bushel. Representative Whitenight needs the support and assistance of every potato grower in the state to get this bill enacted. Secretary French, Dr. Nixon, E. B. Bower and W. S. Bishop have all assisted Representative Whitenight in bringing the bill to its present position. Hearings have been held in Philadelphia and Harrisburg. It may be necessary to secure all the rural votes to pass this bill. It is high time that the absurd law of the state that legalizes weights per bushel for Pennsylvania fruits and vegetables be amended to one that makes a volume bushel legal.

This summation shows that the potato industry of Pennsylvania has at stake many problems which are of vital interest to the growers of the State. Won't you re-read these Bill briefs and then speak to your Senators urging them to go along with these measures to improve your industry?

## What Is the Problem?

Two plus two equals four! The man who questions opinions is Wise; but the man who quarrels with facts is a fool.

The problem in this case is which is opinion and which is fact.

The *opinion* seems to prevail in some quarters that the chain store, as it operates today, injures more people than it benefits. The *fact* is that the chain store is one of the greatest, if not the greatest public benefactor in our modern life in making available to the most remote community not only the necessities but also the comforts of life. One can purchase today, everywhere, almost anything that can be purchased anywhere!

The *opinion* of some is that the chain system has ruined the producers' market. The *fact* is that it has enlarged his market by always having available what, and as much as, the consumer wants.

The marketing problem of the producers today is not selling, but assembling. The *opinion* of the producer is sometimes voiced in that the chain store cuts prices. The *fact* is that nobody pays more than is asked. The problem of the producer is to have one price.

The *opinion* of some is that the chain store undersells. The *fact* is that the consumer never complains never complains about this.

The *opinion* that both producer and consumer are dissatisfied makes it a *fact* that the chain store is a pretty fair arbitrator.

The easiest *opinion* to obtain is that more or sells for less. The chain store takes too much of the Producer-Consumer dollar. The *fact* is that no other distributing agency pays

The problem is, how will a chain store tax help either producer or consumer. Somebody has to pay.

The *opinion* is that there are enough dissatisfied consumers and producers to make a chain store tax popular. The *fact* is that a chain store tax is a delusion and a snare. The system, the tax is "out to get" will not pay the tax. It will be paid by the producer-consumer outfit.

The *opinion* seems to be that if this tax is appropriated for a worthy cause, it will help to justify the levy. The *fact*

is that the only just tax of such a nature is a sales tax levied on *all* purchases from *all* stores.

In these hectic days of what to tax, why don't the best minds, unbiased, non-partisan, sit down in a Joint Conference and propose a more equitable tax system? Someone would say to such a proposition, "Tamper with the present tax system? You might as well try to cross the Atlantic Ocean on a grindstone drawn by cockroaches!"

### THE "SOAK THE POOR" BILL

"Soak the Rich" has been the rallying cry of the supporters of much of the tax legislation introduced in this country during the last few years, but the supporters of the "Store Tax Bill" now under consideration in the Pennsylvania General Assembly can hardly point to their bill as a "soak the rich" measure. In sober fact "soak the poor" could far more appropriately be adopted as the slogan of its backers, for it is upon those who must count every penny that the burden of this tax will fall.

The "Store Tax Bill" is out-and-out anti-chain-store legislation. It would impose a license tax on every retail store in the state, but it is so devised that a large percentage of the tax will fall upon the chain stores. These chain stores have been built upon the principle of low prices to the consumer. Volume and quick turn-over have been relied upon for their profits. There is no margin for the absorption of the tax by the stores. The tax will necessarily be passed on to the consumer in the form of higher prices for food.

Inequitable as the tax is in that it does not affect all stores alike, it is even more inequitable in that it will not affect all consumers alike. The majority of those who buy at the chains do so because the pennies they can thus save each week are vitally important to them. A tax forcing them to spend more pennies for food means fewer clothes and other necessities. It is those who are least able to stand any increase in the cost of living who will have to bear the increase which the tax will entail.

We hold no special brief for the chain stores, but we do hold a brief for those to whom the economies made possible by the chains spell the difference between having enough to eat and going hungry.

(Continued on page 11)



## POTATO CHIPS

It may be just past April Fool's Day and spring may be just around the corner and some early birds may be planting potatoes in York County, but I got stuck in a snow drift the other night just the same.

\* \* \*

The "Legislative hopper" is rapidly grinding out the bills at Harrisburg. Probably never before has Pennsylvania agriculture had so much at stake. Representative Whitenight reports four bills of particular importance to potato growers, i. e. volume bushel, grade labeling, commission merchants' bonding and revised cooperative acts.

\* \* \*

Did you read Fred Johnson's article in the last GUIDE POST? If not, dig out the March number and give yourself a *real* treat. Worthy sentiments are portrayed there in the warm, friendly cloak of words, so typical of the Johnson style.

\* \* \*

Jefferson County is said to be "going to town" with potatoes under the tutelage of County Agent "Jim" Winslow. More interest is being shown in planting than in several years partly due to good profits this year and partly due to increased interest created by the marketing program.

\* \* \*

Market Analyst Kyle Alexander of the Bureau of Markets, should receive the potato growers' appreciation for his excellent broadcasts over radio station WHP. His potato publicity has been used over many other stations in the State.

\* \* \*

When is a Sloop not a sail boat? The answer is when she is Bower's assistant. Miss Sloop has worked faithfully many long hours to help put Pennsylvania potatoes on the map. Her efficient services in selling our spuds and in editing the GUIDE POST have had much to do with our recent progress.

\* \* \*

Most Pennsylvania growers are well equipped with Dr. Nixon's famous potato mentality. How many of us are equally well equipped with marketing mentality and with cooperative mentality?

\* \* \*

Mr. Bower reports that although many new growers joined the Association in

1937, a considerable number of old members have not renewed. One buck seems little enough to pay for 12 good issues of the GUIDE POST, to say nothing of active membership in the most promising potato growers' organization in 48 states.

\* \* \*

From County Contact-man Quick comes word that the Columbia County growers are not so slow. Already they are planning a more efficient central grading station for next season and for more active participation in the marketing program. Cooperative shipments were not heavy from Bloomsburg this past season but the good effects of the program were appreciated by all. From reliable sources comes the information that the farm price of Columbia County spuds was raised 30c a hundred because of the cooperative effort.

\* \* \*

Word comes that "Bob" Donaldson has recently been appointed to the Extension Service of Penn State, to spend part of his time on grading extension work. Donaldson comes into this work with a wealth of grading and marketing experience. Growers who do not know Bob, may look forward to his acquaintance, since his genial personality and co-operative attitude have made him many friends in the State. We wish him the greatest of success in his new work.

\* \* \*

Lancaster County cooperative groups are forming a joint cooperative council. They have requested the Pennsylvania Cooperative Potato Growers to be represented. The purpose of the council will be to promote greater coordination of action between the various cooperative groups. This is as it should be. We need greater cooperation between co-operatives.

\* \* \*

To Lehigh County goes the credit for a tough job well done. Recently several carloads of tubers shipped from the "little aristocrat" of Pennsylvania brought immediate word back from the receivers, "ship us all you have like that."

\* \* \*

Planting time is here and a word about seed potatoes may not be out of place. With the price up, see that the quality is not down! One grower reports that a carload accepted on casual inspection

(Continued on page 9)

## The Close of the First Season Under the New Marketing Plan

by J. C. McCLURG, Crawford County Contact Man

With just a few more telegrams to go forward as shipments are made ready within the next few days tendering our final tonnage for the present shipping season for sale through our ever-alert General Sales Office at Bellefonte, our county will turn its final page in recording how the new marketing plan has been received, what it has accomplished and of what import it has been to growers marketing their product through this channel during its initiatory year.

While we observed that, since early last September when our first publicity meeting was held, producers were eager to be informed and enthusiastic over the prospects of the success of the new marketing arrangement as a co-operative selling plan, yet they were generally willing to let neighbor "George" try selling his first. However, in November, several who had registered their tonnage for sale through the State Association were ready to brave this unknown and unproven outlet (so far as this county was concerned) and our tonnage began to move. When returns for potatoes sold came in and settlements were made, while prices had not reached the peak of the season, the receipts per bushel, as averaged from our labelled grades, were so much above that which was being paid by the local buyers that it made the new selling plan very satisfactory to the grower—thus the ice was broken, confidence was established, and growers were well pleased because they had found something that paid them a better net price for their product.

Yet, while in the main, satisfaction was readily acknowledged by growers, many kinks developed in the line from time to time, these frequently involving patience and perspiration in smoothing them out. We began moving our tonnage in the sixty-pound bags and soon it developed in our state's western markets that ninety-five per cent of the consumers preferred to purchase potatoes in fifteens. Growers objected to packing fifteens because it was apparently too slow and too costly after their being accustomed to packing in hundred-pound burlaps, but thanks be to potato grader manufacturing firms because fifteen-pound baggers were perfected and potatoes actually could be packed in fifteens

as fast as they were graded.

It is to be regretted that many growers who harvested crops of very good quality table stock declined to sell through the new plan on account of fear that their potatoes would "grade out" too heavily to make it profitable over the price which they were receiving from the local truckers when, in fact, these very growers were packing practically a U. S. No. 1 grade on which a handsome margin should have been, and, no doubt, was realized somewhere.

Favorable comment from consumers has been heard frequently to the effect that they did not know that Pennsylvania Potatoes were so good until they purchased a Blue Label bag of them.

Let us strive to make for our product a name second-to-none by a determination to overcome any difficulties experienced this season and the employment of all the fundamental requisites possible looking toward the future crop.

### POTATO CHIPS

(Continued from page 8)

tion was later found to be polluted with scab—after it was too late to reject the car.

\* \* \*

As this is written the potato market is no stronger than a month ago and shipments continue heavy—particularly from Maine. The government has predicted higher prices but don't overlook a heavy loss in weight and quality from now on.

\* \* \*

President Walter Bishop has appointed E. H. Vogel to represent the Association on the Lancaster County Cooperative Council. This organization made up of representatives of all cooperative groups in the County aims to promote greater coordination between the various groups. Really a worthy project—we need greater cooperation between co-operatives.

\* \* \*

Latest government reports indicate an increase in planting of early potatoes up to and including New Jersey of nearly 25% over last year. Not so promising for high Cobbler prices in 1937 as we had in 1936. —"WILLIAM SHAKESPEUD"



## The Market Outlook

by D. M. JAMES

### Pennsylvania Bureau of Markets

At the present time (late in March) it appears that the bulk of the 1936 Pennsylvania crop is out of the growers' hands. Some sections have nearly sold out but here and there growers are still holding or appreciable price advances. Also reports indicate that country and city dealers are holding more than a normal supply, anticipating a stronger market.

What are the possibilities for higher prices in April and May? In recent issues of the GUIDE POST comment was made of certain factors which might influence the late spring market. Conditions have changed little during the past month. Contrary to predictions of some commentators in trade papers and in government reports, prices weakened during March. Because of heavy shipping during the month, track holdings in principal cities were maintained at the highest point of the year. On March 15th, in 16 important markets, 1432 cars were held, nearly double the level at which price advances may be expected. All the principal potato States have exceeded shipments of a year ago to date, and several have exceeded total shipments of last year's crop. These heavy shipments in the face of reported crop shortages indicate that a greater proportion of the 1936 crop was saleable than normally and probably that estimates of supplies on hand were exceeded by actual supplies held.

Southern Florida has nearly finished shipping while in the Hastings section digging is just hitting its stride. Recent cold weather is reported to have had no effect in Florida and although no crop damage was evident in Alabama, Mississippi, and South Carolina, diggings in these States may be delayed a week. Shipments of the new crop may average 100 cars daily during April and May. Maine shipments for the season should exceed 50,000 cars, which means an average of nearly 250 cars a day during the next two months. If total daily shipments from all the other late states, including Idaho, Michigan, Colorado, Wisconsin, New York, North Dakota, Minnesota, Pennsylvania, etc., drop below the total shipped from Maine and the early states combined (estimated at 350 cars) or, if Maine and the southern states fall short of that figure, prices during April and May may advance materially.

During recent weeks shipments for the entire country have been heavy, ranging from 600 to 1,000 cars a day and the market has shown a weaker tendency. It seems unlikely that shipments will decrease sufficiently during the fore-part of April to cause the market to strengthen appreciably. Total shipments of the 1936 crop exceed those of a year ago by 15%. Undoubtedly a large portion of these increased shipments have not gone into consumption but are being held for price advances. Many of these cars were purchased during January and February when prices were higher than at present.

If shipping-point loadings recede sufficiently to strengthen the demand, the supply of potatoes held in terminal markets, which must move into consumption on a rising market, will have a depressing effect on rapid price advances. Therefore, as was experienced a year ago, fore present conditions do not point toward a run-away market in the near future. How much longer the late States can maintain heavy loadings and how well the early States fulfill indicated heavy shipments are problematical factors. A continued rapid clean-up of late potatoes, which may be accelerated by sprouting and shriveling caused by the mild winter or, additional cold waves in the South to further delay early shipping, might cause an acute shortage of potatoes for some few weeks in late April or May. Unless either or both of these conditions should arise, it is more than likely that the completion of the marketing season of the 1936 crop will coast along at about present price levels.

### WHY IS IT?

We buy a farm or set out an orchard looking 10 or 20 years ahead, and discount the future earnings in the present price we pay for the land.

We build a house with our own lifetime and even that of our children in mind.

We purchase farm machinery and are disappointed if it does not continue to serve us for 10 or 15 years.

And yet many of us join cooperative associations thinking only of the next year or two. We forget that we are building a system to serve this and succeeding generations and that it will become more and more remunerative as cooperators grow in experience.

—GEORGE F. JOHNSON

## Potatoes At Broadacres

by LADD M. REITZ

Potato planting will soon be here. The first thing in order will be seed, and I cannot tell you what kind to plant, as some sections of our State will raise one variety better than another. We think the Russets do well for us, and have already ordered certified seed, believing it better to have some new seed each year.

Seed potatoes should be free from disease and sprouted very little, if any. It is our plan to put seed potatoes out in the light as soon as freezing weather is over. This may be on the barn floor or in an out building where there is plenty of light and as much sunshine as possible. We have put them outside of the barn on the bare ground, where the sun and rain had full sway, which made green, tough sprouts, an ideal condition for planting. This also gives a chance to throw out those that have weak sprouts or none at all.

We like a sweet clover sod the first year, or red clover mowed once and second crop left on. Plowing should be at a good depth and well done. Follow with cutaway and weed hog harrows, until you are certain the planter will work okay. By this I mean to have the potatoes in at a good depth, not much danger of getting them in too deep, in our kind of ground. This is followed with the spike tooth harrow for three or more complete harrowings before the potatoes are up. In a large field, we use two 10 ft. harrows side by side, which go over the ground pretty fast. This levels the field, conserves moisture and, of course, kills weed seed germination. This method of harrowing is more economical than to use either cultivator or weeder.

As soon as the potato rows can be plainly seen, deep cultivation is begun and the sprayer started. We try to have two deep cultivations close to the row, following up with the weeder each time and very often an extra time or two with the weeder. This depends somewhat upon the weather. The weeder is kept going just as long as it does not destroy too many potato vines. After the deep cultivation is over with, the spike tooth cultivator is used over a fourteen inch width in the center of the row, about two inches deep. We like to keep the potato field clean of weeds through the entire season, so that the growing potatoes have all the moisture and plant food available.

We have done a little experimenting with fertilizer and we now put on about 500 lbs. of a 4-8-7 to the acre in the row, and this pays very well. One test was to leave rows unfertilized, then at digging time weigh these potatoes carefully, as well as those from fertilized rows beside them. The profit varied according to the season and kind of sod plowed down. Our records show that in 1935, sweet clover sod had a difference of 33 bushels per acre in favor of the fertilized area. In 1936, a timothy and white grass sod made 56½ bushels more to the acre. We dug from this field of 27 acres, 6556 bushels of very nice potatoes, and were forced to leave the seed of 495 bushels or more, in the ground because of digging conditions. After having planted three or four acres of this field, we found it was taking about 23 bushels per acre, and the planter was set back to 18 bushels per acre, to make sure the seed would reach. The rows were marked and at digging time the result was in favor of the 18-bushel planting, which averaged four bushels more to the acre, and we saved in seed \$125.00.

We marketed about 4000 bushels "Blue Label" potatoes through the Pennsylvania Co-operative Potato Growers Association, from the 1936 crop, and feel that at least, \$1000.00 more was realized from them, than had they been marketed in the usual burlap.

We were slow in getting started as it seemed too large a task for common farmers, but after a little experience found it not as hard as anticipated, and the satisfaction in putting them up right, went a long way toward paying for the extra trouble.

We wish the Association the greatest success the coming year.

### THE "SOAK THE POOR" BILL

(Continued from page 7)

The General Assembly prides itself on its record for legislating for the greatest good of the greatest number. Unfortunately the men and women in the state whose existence is a constant struggle to make both ends meet are numbered in the tens of thousands. How then can the Assembly justify a bill that will make their brave struggle all the more desperate?



## STORE TAX BILLS EXPECTED TO INCREASE FOOD PRICES

An increase in the price of food for thousands of Pennsylvania families that can least afford to pay more for the basic necessities of life will be the inevitable result of the enactment of the "Store Tax Bill" passed last night (March 22) by the Pennsylvania House of Representatives and now up for consideration in the Senate, according to G. A. Herring, of the Tax Payers League, Camp Hill, who urged that consumers promptly acquaint themselves with the provisions of the bill and its effects upon their pocketbooks. Unless housewives and others act promptly, he said, there is a strong possibility that the bill will slip through the General Assembly before consumers realize how it will affect the price they pay for food.

The bill referred to by Mr. Herring was introduced in the Pennsylvania House of Representatives on January 18. It imposes a tax on every retail store in the state, but the tax is steeply graduated as it applies to groups of stores under the same general management or control, to the point where each such store in excess of 500 will pay \$500.00. Eighty-eight per cent of the total tax will fall upon the American Stores with 1773 stores in the state, and the A & P Stores with 2003 stores, according to Mr. Herring.

"No one can believe that our legislators are deliberately setting out to add to the burden of the many fathers and mothers in the state to whom even a few pennies mean the difference between hunger and having enough to eat for themselves and their children," Mr. Herring says. "However, whatever their intentions this will be the result of the enactment of the bill. The great majority of families in Pennsylvania must weigh the expenditure of every penny. Passage of the bill would cause a general rise of food prices throughout the state, thus adding to the cost of living for those least able to bear any such increase.

"Many of the small neighborhood stores in the American Stores and A & P Stores group do not show an annual profit equal to the \$500.00 annual tax each of them will be called upon to pay. Many others are just over the line. There is no leeway for the absorption of the tax by the stores. Those stores which cannot clear enough to pay the tax will have to close, adding to unemployment in the state."

## JEFFERSON COUNTY POTATO MARKETING

by J. P. WINSLOW, County Agent

Potato marketing in Jefferson County through the Pennsylvania Cooperative Potato Growers' Association has not been sensational but it is an adopted sound marketing program. Many of our better potato growers in the county have taken advantage of the plan and every grower is satisfied. Pittsburgh is our market, 80 miles by good highways, and practically all of the Jefferson County crop is marketed by truck.

Potatoes marketed through the Association were graded at the farms on privately owned graders. Grading was done with the assistance of one of the four local county inspectors who were qualified at the grading schools conducted by the Bureau of Markets during the early fall. After grading and sacking, the potatoes were moved to market in truck load lots—a very convenient manner of handling the crop for the growers who have limited storage for even a few hundred bushels of potatoes.

The success of the plan in this county resulted from the efforts of the growers themselves. The inspectors attended the schools on their own initiative, solicited and urged their neighbors to market their crop through the association and helped in many kindly ways to put the plan across.

This marketing idea is sound and sensible and holds a great deal of promise for the potato industry in Jefferson County in the future.

The bill is aimed solely at the chain stores and is really designed to drive them out of the state, regardless of the effect upon their customer, Mr. Herring asserts. In support of his statement he points to the fact that a small neighborhood chain grocery doing a total business of \$500.00 a week will pay a tax of \$500.00 while a large department store in the same city, doing a business of \$500,000 a week will pay a tax of \$1.00, thus placing upon the small store a tax burden 500 times as great as the burden upon its neighbor doing 1000 times as big a business.

Although the "Store Tax Bill" will heavily penalize the chain stores, Mr. Herring states the bill is not supported by the independent merchants in the state. "In Pennsylvania," he says, "The

(Continued on page 20)

Even the lowly

# POTATO

CAN NOW

## "Join the Parade"

In a Smart New Brightly Printed Paper Bag to

Lend "Eye Appeal" and Promote Sales



Hammond Bag and Paper Co.

WELLSBURG, W. VA.



# Will the state legislature injure the best market Pennsylvania farmers have?

Pennsylvania legislators are considering a bill, which, if passed, will injure the most important and best paying market the farmers of this State have.

The bill is known as the Store Tax Bill. It would place a huge tax on each store in a chain—a tax so great that every chain store system in the State would be severely crippled. The tax would cost each store in the popular chains more than many of their smaller stores make. In fact, there are 3,786 small chain stores in Pennsylvania communities, not one of which makes enough money to pay the tax.

Farmers do not have to be told what havoc this tax would cause with their markets. We doubt that there are many farmers who will not readily admit that the chains are doing a good job for them. The tax would prevent us from doing our **best** job. By crippling us, the Store Tax would cripple the distribution of farm products. That is self evident.

Chain stores and Pennsylvania farmers understand each other. We have worked out problems that have troubled farmers for years—marketing their crops. With Pennsylvania potato growers the chain food stores have succeeded in developing very satisfactory marketing arrangements. For the first time in many years Pennsylvania potatoes are selling at a premium. We

AMERICAN STORES COMPANY, Pennsylvania  
A & P FOOD STORES, Pennsylvania  
CASSEL'S STORES, Reading, Pa.

P. H. BUTLER COMPANY, Pittsburgh, Pa.

have created a system of distribution which has made possible the increased sale of Pennsylvania Class I fluid milk, for which we pay the highest prices that are paid. As the last year has proved, chain stores always stand ready to cooperate with farmers on a National scale in moving surplus crops into consumption. We do not wish to pose as charitable institutions—that is just plain good business. Farmers represent one-third of our retail customers.

Pennsylvania farmers, unlike those in such states as California and Florida, depend almost entirely upon their home state for the sale of their crops. Practically all products grown in Pennsylvania are sold within its borders. Consequently anything that disrupts the marketing arrangements in Pennsylvania threatens the livelihood of Pennsylvania farmers.

The Store Tax Act would hamper chain store operations in Pennsylvania by closing many stores, and forcing a general rise in retail food prices throughout the State. Neither the farmer nor the retailer would profit.

In a word, the Store Tax Act would deny farmers the benefits of direct distribution, as well as raise the retail price of the groceries they buy.

We suggest that you write to your Senator at Harrisburg before it is too late.

SHAFFER STORES COMPANY, Altoona, Pa.  
WEIS PURE FOOD STORES, Sunbury, Pa.  
KROGER GROCERY & BAKING CO., Pittsburgh, Pa.



## PENNSYLVANIA POTATO DISEASE CONTROL PROGRAM

(Continued from page 5)

yield and a higher per cent of the crop reaching the market as a quality product.

Losses in yield and quality of the crop are due to Leaf Roll, Mosaic, Giant Hill and other virus diseases; tuber born diseases such as Scab, Rhizoctonia, the various Fusariums and other rot causing organisms; foliage diseases such as Early and Late Blight and their subsequent rot of the tubers; physiological injuries such as certain types of stem and discoloration, leaf scorch due to excessive heat, field frost, mechanical injuries, and necrosis or rot due to freezing or heating of potatoes in storage. For practical purposes these underlying causes resulting in losses by the growers may be summarized under the following headings:

(a) the use of inferior or diseased seed,



(3) Potato scab is 90% a soil problem in Pennsylvania. If permanent control or freedom from scab is to be obtained we must look to the proper treatment of the soil for the solution. Excessive applications of lime and heavy applications of barnyard manure late in the spring should be avoided. The use of clean seed gives more assurance of a clean crop than any method of seed treatment. Certainly no good potato grower would consider the use of potatoes such as those appearing above for planting.



(4) The proper depth for planting cannot be overemphasized as a definite means of controlling or preventing certain diseases or blemishes to the crop. Observations and records show that shallow plantings are consistently more troubled with discoloration, stem rot and blemished tubers than are fields planted at the proper depth (3½ to 4 inches below the level). High ridges made at planting time are objectionable unless removed or harrowed down soon after planting. Modified methods of covering are leading to more desirable planting depth.

(b) the lack of spraying or foliage protection, (c) improper seed and soil treatment, (d) improper harvesting and storage of the crop.

### RECOMMENDATIONS

- I. Use good seed.
- II. Practice proper spraying or foliage protection.
- III. Adopt proper seed and soil treatment methods.
- IV. Provide for proper harvesting and harvesting and storage of the crop.
  - I. Use Good Seed:
    - A. Procure or produce disease free seed.
      1. Buy disease free seed for entire acreage from an approved source annually or
      2. Buy sufficient disease free seed

from an approved source annually for growing your own seed supply or

3. Buy seed one year removed from a disease free source from a good reliable local grower for planting entire acreage annually.

B. Secure or use seed that has been properly stored and is free from:

1. Field or storage frost injury.
2. Storage heating injury.

3. Excessive sprouting or shrinkage which reduces the vitality and makes the plants more susceptible to disease.

C. Adhere to the following rules in selecting seed:

1. Secure disease free seed from a proven source.

2. Select seed known to be free from foliage and tuber diseases.

3. The variety selected should be one known to be adapted to the region or conditions under which it is to be grown.

4. Secure seed that has been stored under conditions favorable for preserving its vitality.

5. The grade should be such as to lend itself to ease and economy of cut-



(6) Proper soil treatment for disease control involves the use of abundant humus. Its physical conditioning of the soil, its water holding capacity and fertility add much to the health and vigor of the plants giving them resistance to certain diseases.

ting as to size, blemish, or rot.

6. Secure seed from a dependable and reliable grower, agency, or distributor.

II. Practice Proper Spraying or Foliage Protection:

A. Time of spraying:

1. Begin spraying as soon as the rows are visible.
2. Make weekly applications under normal weather conditions.
3. Shorten the interval between sprays to 4 or 5 days during periods of intense heat or during blight periods.
4. Continue spraying at timely intervals until the plants are half to three-fourths dead.

B. Manner of Spraying:

1. Use three nozzles per row, properly adjusted so as to give maximum foliage coverage.
2. Use 300 to 400 pounds pressure.
3. Use 100 to 150 gallons of spray material to the acre per application.

C. Materials and equipment:

1. Use home-made bordeaux. (8-8-100)
2. Use crystal form bluestone.
3. Use burnt lump lime.
4. Construct or arrange a simple



(5) The grower pictured above is inviting discoloration and stem end rot in his crop. Deep cultivations late in the season which injure or prune the root system have been responsible for many fields showing this type of injury at harvest time.



but convenient spray plant that will provide an ample water supply.

5. The spray outfit should be equipped with a minimum pump capacity of two gallons per minute per row.

6. Power driven outfits should be equipped with power at a minimum rate of a horsepower per row or its equivalent.

### III. Adopt Proper Seed and Soil Treatment Methods:

#### A. Proper seed treatment:

1. Use seed free from tuber born diseases to eliminate need of dipping.

2. Keep seed under cool ventilated conditions until planting time after being shipped or removed from storage to prevent rot and weakening from heating or sprouting.

3. Plant seed immediately after cutting to avoid heating and rot.

4. Plant  $3\frac{1}{2}$  to 4 inches deep (below the level) to insure deep rooting. Shallow plantings result in shallow rooting and subsequent injury by cultivation and drought to be followed by stem end discoloration and rot.

5. Avoid excessive ridging or covering in planting to prevent Rhizoctonia and Black Leg infection of sprouts.

#### B. Proper soil treatment:

1. Practice soil renovation through (a) drainage to eliminate wet areas which are conducive to certain diseases and rot of tubers, (b) through rotations favorable to the control or elimination of scab, fusarium, and other diseases.

2. Plant potatoes after a humus, preferably a legume, building cover crop.

3. Prepare a deep loose seed bed to insure deep planting, a deep root system, and deep setting of tubers, all of which are important factors in avoiding discoloration in the crop as well as other tuber blemishes.

4. Avoid excessive applications of lime or excessive applications of barn yard manure late in the season to prevent scab.

5. Avoid deep cultivation late in the season to prevent root injury and subsequent stem end discoloration and rot.

### IV. Provide for Proper Harvesting and Storage of the Crop:

#### A. Proper harvesting:

1. Plant in proper season to insure maturity and harvesting previous to injury and rot from field frost.

2. Avoid all possible injury in dig-

ging such as cutting, bruising or skinning as rot follows these injuries.

#### B. Proper storage:

1. Construct or provide proper storage facilities that will hold potatoes with a minimum of rot or breakdown.

2. Avoid all possible injury in storing or grading the crop.

3. Provide for maximum ventilation of storage during harvest and for two weeks following harvest.

4. Provide ample insulation to prevent storage frost injury and to maintain a temperature range from 34 to 40 degrees.

(Continued on page 26)



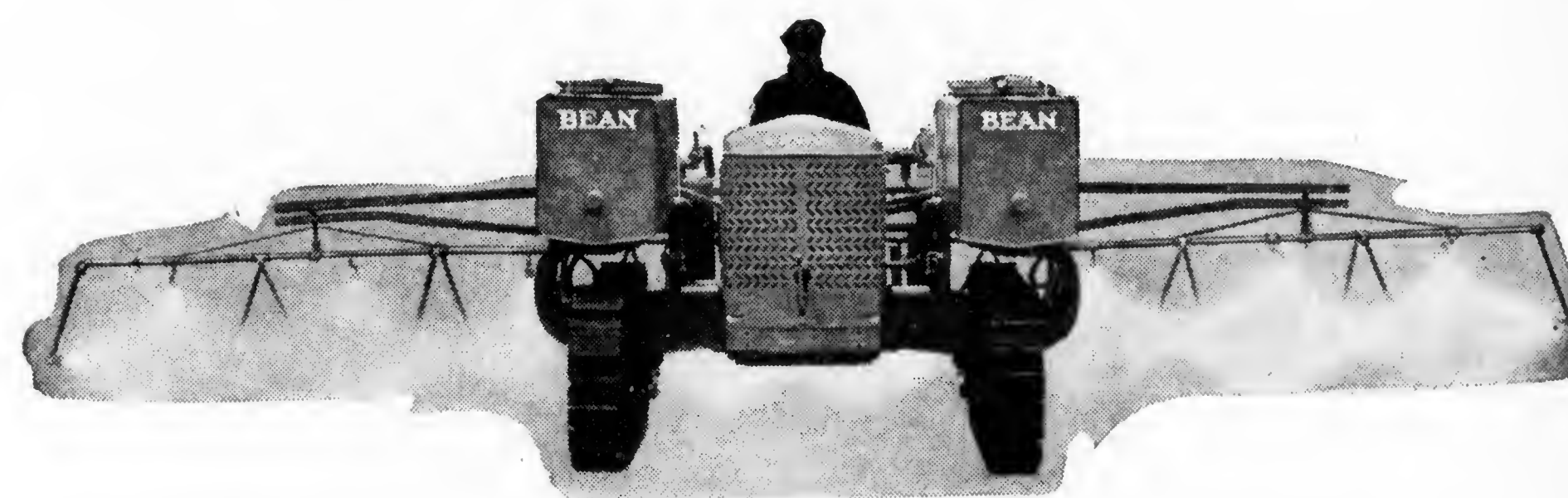
(7) The type of digger and the best harvesting procedure is a debatable question. One point, however, on which there should be hearty agreement is that whatever type of digger is used or whatever method is followed, the aim of the grower should be to harvest, handle and store the crop with the least possible injury. Cutting, bruising or otherwise injuring the tubers is certain to result in heavy losses by rot in storage or to improve upon our market grades is through the prevention of injury in harvesting and handling the crop, and providing conditions that will give us a minimum amount of breakdown or rot.

# BEAN-CLETRAC POTATO SPRAYERS

## No. 154 and No. 155

## For Model E Cletrac Tractor

## The Answer to the Vine Injury Problem



Bean Potato Sprayers have always been recognized as giving better coverage, control and economy, insuring a lower cost per acre.

Bean and Cletrac have now gone far ahead in this New Model Bean-Cletrac sprayer by eliminating practically all vine injury. This is possible because the Cletrac has no front wheel and there are no sprayer wheels at all.

This is the finest power spraying unit for potatoes. The crawler type tractor carrying the sprayer can be used in some places where any other combination could not be used. It also provides shorter turns at the ends of the rows.

The sprayer section consists of a standard Bean Royal 20 gallon per minute up to 800 lbs. pressure pump and two separate 150 gallon tanks with a very efficient agitator in each. The boom is our standard 8-row swing around type, operated from the driver's seat—3 nozzles to each row with the nozzles set so that the spray cones meet in the center of each row.

ASK FOR CATALOG GP

## JOHN BEAN MFG. CO.

DIVISION FOOD MACHINERY CORPORATION

LANSING, MICH.

SAN JOSE, CALIF.



## ENGLISH "SOLVE" THEIR POTATO MARKETING PROBLEMS

(Continued from page 3)

George V's Golden Jubilee, the Board distributed 70,000 packets of potato crisps (chips) among school children who watched the ceremonies.

The potato crisp sales are providing a growing outlet for the crop. About a year ago Smith's Potato Crisps, Ltd., bought a 7,000 acre farm in Lincolnshire on which they will grow the large thin-skinned potato they need for their product. There are 27 miles of railway on the farm and it is planned eventually to produce among other things 40,000 bushels of potatoes yearly.

An experiment in distributing cheap potatoes to the unemployed has brought out some interesting figures. The Board has made a careful analysis of the results of this eight-week experiment in a small community. They discovered that the people in the town ate 69 per cent more potatoes at the lower price, and that the unemployed who represented one-third of the population ate more than the whole community had consumed previously. This evidence was offered as proof that poor people eat many more cheap potatoes than dear potatoes. Retailers were compensated for their declining sales during the experiment.

Recently the Board has permitted the sale of a special lower grade potato. Since November 1, 1936 registered producers may sell "seconds" if they are properly labeled. Seconds are defined as "sound, marketable potatoes which have passed through a riddle of 1½ inches and stand on a riddle of 1¼ inches."

A discussion of the English Marketing Scheme would not be complete without some mention of the attitude consumer cooperatives take toward the plan. Producer-controlled marketing is not popular with the consumer cooperative

groups. Consumers contend that their interests have been disregarded by the producer boards who set prices. Speaking on this point a prominent spokesman for the Consumer Cooperative Movement stated at the Annual Cooperative Congress in 1936:

"We have to consider this matter in the light of the experience of the Co-operative Movement, and we have found again and again that control by the producers, inherent, of course, in the first Act of 1931, but made abundantly worse by the amending legislation of 1933, causes the greatest amount of difficulty both to the wholesale societies and the retail societies. (*Hear, hear.*) It matters not whether you look to the schemes which have been brought in directly under the Marketing Act—pigs, bacon, potatoes, and milk—or whether you look to special pieces of legislation which have taken the Marketing Act as their inspiration—like sugar beet and the new Sugar Commission—in all these cases we find that once you get producer-control the interests of the consumer becomes a secondary matter. You find, also, as the private trading interests come to operate in connection with them that there is always a tendency to try and restrict the development of Co-operation."

## STORE TAX BILL EXPECTED TO INCREASE FOOD PRICES

(Continued from page 12)

independent has learned to compete on an equal basis with the chains, buying through his wholesale association, and through wholesale grocers by means of what are known as voluntary chains, at the same low prices as the chains. Last year when a similar bill was being considered by the General Assembly 9000 Pennsylvania grocers through their Pennsylvania Retail Grocers Association announced themselves vigorously opposed to the chain store tax."



# Certified Seed Potatoes

Bred for high yield. Grown in invigorating climate. Practically 100% free from virus diseases. Stored and graded properly. Prices reasonable  
 Prince Edward Island Certified  
 Irish Cobblers  
 Green Mountains  
 New York Certified  
 Russet Rurals  
 White Rurals  
 Write for prices, bag lots or car lots, and truck deliveries on 50 bushels or more.

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Box 0

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# TAGGART

## Paper

## POTATO

## BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

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Office

230 Park Ave., New York, N. Y.



## THE GROWERS' MAIL BAG

(EDITOR'S NOTE: This department is for the use of all potato growers. Write us your problems and anecdotes and we will answer you in the next issue!)

Emlenton, Penna.  
March 22, 1937

DEAR EDITOR:

Well, things in Western Pennsylvania are coming along fine for this time of the year. Have had very little snow all winter, and Spring appears to be coming around the corner fast; farmers are talking about fixing fences—mostly talk, as yet—and hauling out manure—days when they have no public sales to attend.

Potatoes are mostly moved off. My own have been gone for some time—Sold through the Association, and upon checking up the returns, I am satisfied that I realized quite a tidy sum more than I would have received had I marketed the old "4-8-7-way." And do you know, it was so much fun packing those paper pecks that I just can't quit? I have been running around the neighbors and helping them to get their ready and taking them to market for them.

Have hauled some of them into my own storage and graded and packed them and have been able to make wages for the boys, and pay trucking expenses, and still pay more for the potatoes than the growers would receive by selling through any other outlet.

Farmers are becoming more interested in potatoes, and some will increase acreages somewhat, feeling confident of a steady market next year through the State Association.

And do you know, that after hearing so much about the South from the Bishop-Nixon-Ramseyer tour, Mr. James Hall, of Erie County, and I decided we must see for ourselves, so following in the footsteps (or wheel-tracks) of the three mentioned, we spent two weeks checking up on them, and are now satisfied that, again, they were telling the truth. We were also better able to understand after visiting the bathing beaches, why they came home so sunburned, although they had not dipped themselves in the ocean. It was a temptation, even to us, to loiter about watching the bathers on the sands.

I am hearing fine comments on the  
(Continued on page 24)

### The Foundation Seed

You growers who are only buying small amounts of Seed this spring to grow your seed for next year buy the real Foundation Seed which comes from Potter County, Pennsylvania.

Certified Nittany Cobblers  
\$1.80 per bu.

Certified Rural Russets  
\$1.80 per bu.

Certified White Rurals  
\$1.80 per bu.

f.o.b. Coudersport

**Potter County Seed  
Growers' Ass'n**

Coudersport, Pa.

ED. FISHER, Secretary



### SPRING-LIMING IN APRIL

Top Dress Clover Sod, Timothy or Hay Land, Grass and Pasture Lands.

Use **WHITEROCK** and Cash in on the Three "L's" of Successful Agriculture.

**LIME**  
**LEGUMES**  
**LIVESTOCK**

**WHITEROCK QUARRIES**  
Bellefonte, Pa.

*Say neighbor!*  
*try this*  
**AGRICO**  
*it's great stuff!*

**THERE IS  
A BRAND  
FOR EACH  
CROP**

**The FERTILIZER with the EXTRA PLANT FOODS**

Agrico is Manufactured only by  
**The AMERICAN AGRICULTURAL CHEMICAL Co.**  
BALTIMORE . . . BUFFALO . . . NEW YORK



# POSSIBLE READJUSTMENTS IN THE FRUIT AND VEGETABLE MARKETS OF PENNSYLVANIA

(Continued from page 4)

Pennsylvania Produce Terminal has a building that could be divided by partition walls and rented to the wholesale trade, and land is available upon which other stores could be erected when needed. Second, there is vacant land near the Pennsylvania Produce Terminal upon which the necessary stores could be built in such a way as to constitute a well-arranged market. Finally, there is a possibility of converting the unused facilities of the Baltimore and Ohio-Reading Produce Terminal into a modern truck market. The first two of these possibilities would accomplish a greater degree of consolidation than would the last one.

If wholesaling of both rail and truck receipts is to be consolidated in the Dock Street area, considerable expansion, renovation, and some rebuilding would be necessary immediately. However, even if the wholesaling is consolidated at or near the railroad terminals, there should be some improvement in the Dock Street market to make it a good modern jobbing market, but in this event the improvement in the Dock Street facilities should

be based upon a careful consideration of the readjustments which would result from the development at or near the terminals. In any case, immediate steps should be taken both in the Dock Street and in the Callowhill Street market to improve traffic regulation, sanitary conditions and hour regulation.

## THE GROWER'S MAIL BAG

(Continued from page 22)

splendid meeting held recently in Crawford County by the County Association in regard to the marketing program as it was carried out in that section. The fine spirit of inspiration furnished by Dr. Nixon is also ringing back to us.

Mercer County growers will meet the evening of April 1st, and have asked me to be present to pass a few remarks about things in general—I don't know whether that's why they chose that date or not!

If I get home without any half-hatched eggs coming along, I will let you know how we made out.

Yours for a bumper crop of spuds!

—J. A. DONALDSON—



## for BIGGER PROFITS on Potatoes

EUREKA POTATO MACHINES lower the cost per acre in potato growing. Save time. Save labor. Increase yields. Make more money for you and free you from the hardest work. They're modern, improved, dependable machines, built right to fit each job, and used by successful potato growers for over a quarter century.

<b>Potato Cutter</b> Cuts uniform seed. Operates with both hands free for feeding.	<b>Potato Planter</b> One man machine. Opens furrow, drops seed, sows fertilizer, if desired, covers and marks next row—all in one operation.	<b>Sprayers</b> Traction or Power. Injure the crop. Size, 4, 6 or more rows. 60 to 150 gallon tanks. All styles of booms.
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**Riding Mulcher or Weeder**  
Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 11 and 12 ft. sizes. Many other uses, with or without seeding attachment.

**Potato Digger**  
Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.



Send for free Catalog showing all the Eureka Machines. Write today.



### Eureka Potato Machines



POTATO DIGGER



TRACTION SPRAYER



RIDING MULCHER

Distributors of—

## BABCOCK WEED HOG

The ideal tool to  
make deep seed  
beds for potatoes



EUREKA MOWER CO.  
UTICA, N. Y.

# MICHIGAN CERTIFIED SEED POTATOES

## Real Seed Value

Plant seed grown by Michigan's outstanding growers and highest yielding fields: Seed free from disease and stored in the best potato storage warehouses in Michigan. Graded to meet your approval.

Michigan's outstanding growers produce big yields of clean seed by:

Using Certified Seed.

Maintaining Tuber Unit Seed Plots.

Preparing good beds by following long crop rotations.

Spraying well throughout the season.

Removing all diseased plants from fields.

Chief Petoskey Brand of Certified Seed Potatoes are grown by Northern Michigan's most consistent high yield growers and sold by their own Marketing organizations.

Chief Petoskey Brand Certified Seed Potatoes will yield well for you. Insist on having your this year's requirements come from

## Michigan Potato Growers Exchange

CADILLAC, MICHIGAN



## MEMBERS RECEIVE BY GIVING

No manufacturer or farmer can sell all he produces to himself and make a success of the scheme.

Advertising is the hypodermic injection for action, bringing to the attention of the public a merchandise or service which can be used to advantage.

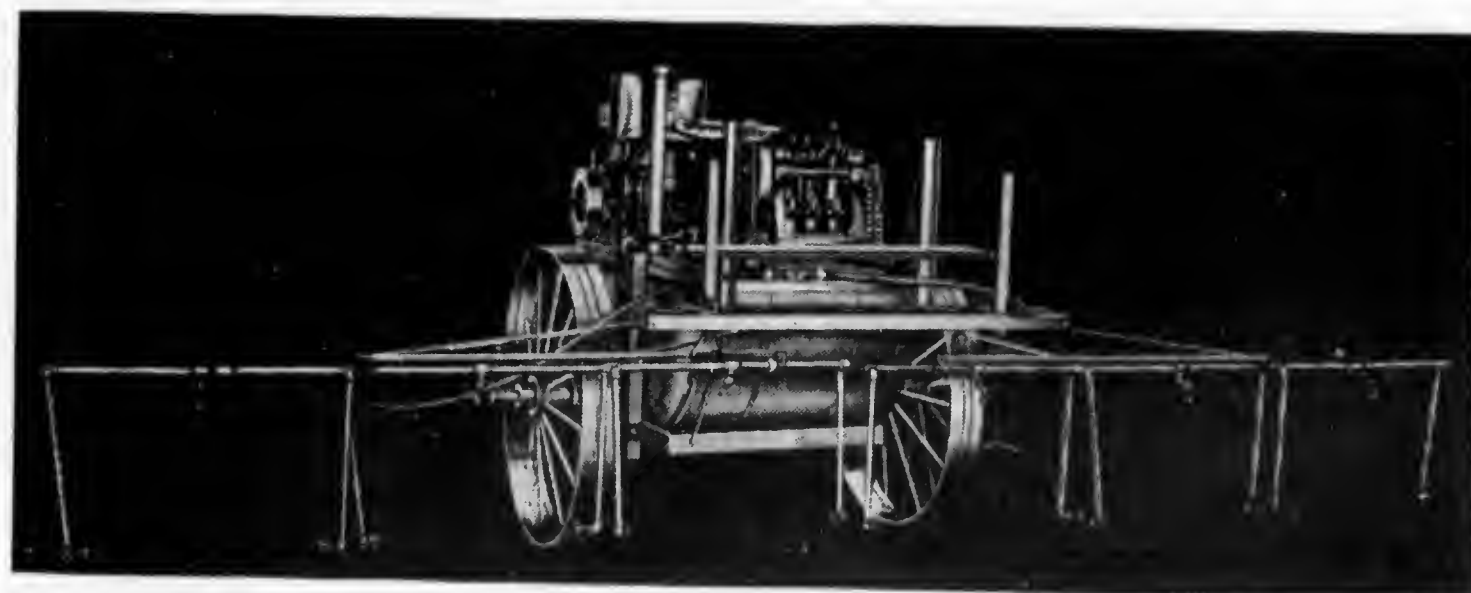
The advertisements appearing in the GUIDE POST are timely, and make possible its publication. They should be patronized by the Association membership.

LET'S RESOLVE TO RECEIVE BY GIVING

## PENNSYLVANIA'S POTATO DISEASE CONTROL PROGRAM

(Continued from page 18)

5. Where possible and practical grade out cut, bruised, frosted, or otherwise blemished tubers from stock going into permanent storage as such tubers generally break down from rot organisms often marring sound tubers adjoining them.



WITH a Hardie row sprayer the potato and vegetable grower gets the very maximum of benefit at the irreducible minimum of cost. The solution is completely agitated and thoroughly strained—no time is lost clearing clogged nozzles. Four complete strainings are provided before the solution reaches the nozzle disc—the tank strainer, the suction strainer, the sediment well and the nozzle strainer. Hardie row sprayers give an absolutely unmatched trouble-free performance in the field.

Hardie provides for every job a high pressure, big capacity row sprayer that brings adequate spraying to the grower at the very minimum of cost. Hardie sprayers are available in all sizes and types from traction powered sprayers for small acreages to the 8 and 10 row tractor trailers and truck mounted outfits. Service and parts are quickly available from responsible nearby dealers. Get the latest Hardie catalog.

THE HARDIE MFG. COMPANY  
Hudson, Mich.

**HARDIE DEPENDABLE SPRAYERS**

## Seed Potatoes

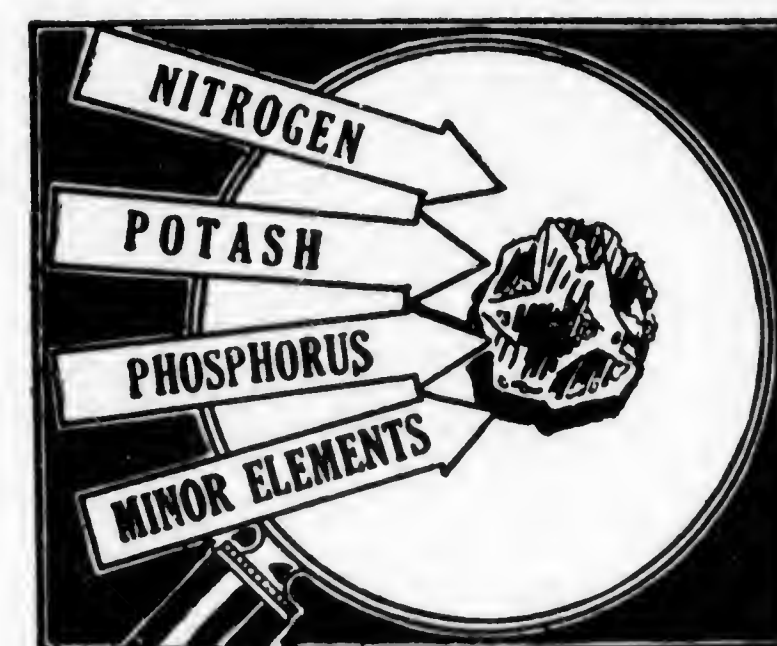
### Certified Cambria County Russets

2,000 bushels Foundation Seed  
in perfect physical condition  
priced to meet the approval of  
the small grower at

\$1.70 PER BUSHEL  
(sacks included)  
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For further information address

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The  
**ONLY WAY**  
TO GET  
**FULL VALUE**  
from your  
**Fertilizer Dollar**

### DAVCO HOMOGENEOUS GRANULATED

*Larger Yields — More Profit — Easier To Apply*

Dr. C. B. Sayre, Geneva Experiment Station, co-operating with U. S. D. A., reports: Granulated fertilizers are superior—the granulated fertilizer produced a gain of 1 ton tomatoes per acre over the powdered fertilizer of same analysis.

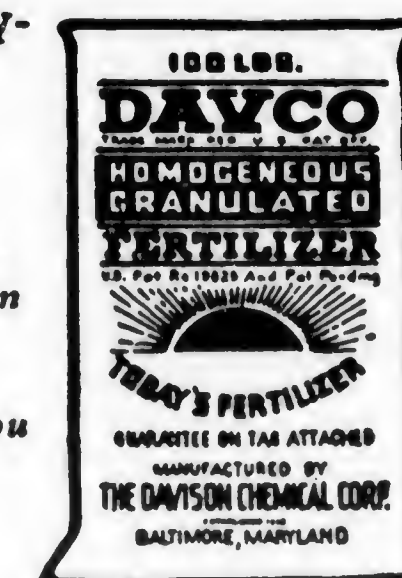
Dr. J. Chucks, Maine Agricultural Experiment Station, reports: A gain of 32 bushels potatoes per acre with granulated over the regular powdered fertilizers, same analysis.

### ECONOMICAL

- More Efficient
- For all crops
- Free Flowing Granules
- No waste
- Non-caking
- More available
- Less soil-fixation
- Easy to drill

Your nearest Davco agent can supply you with

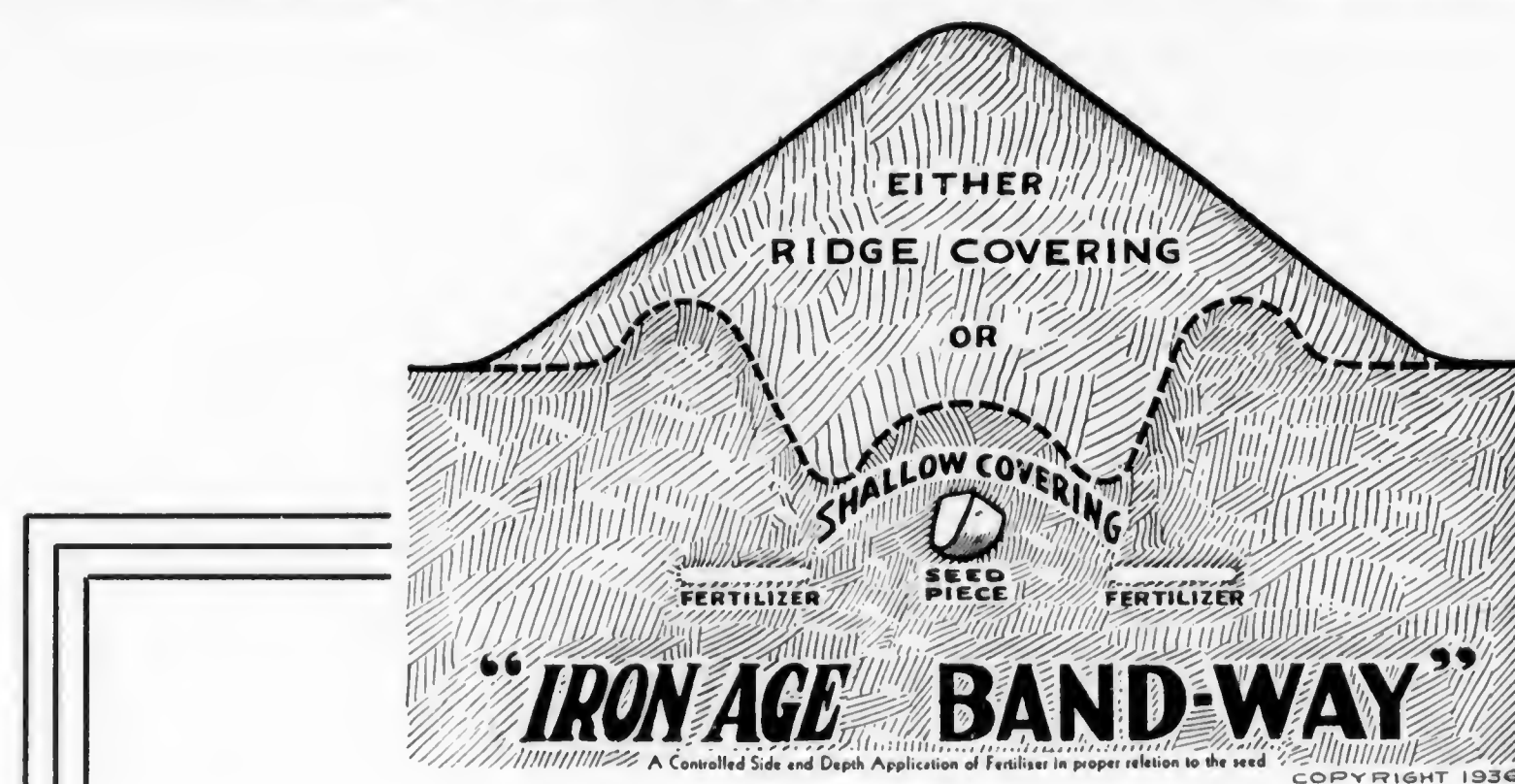
**DAVCO HOMOGENEOUS  
GRANULATED FERTILIZERS**



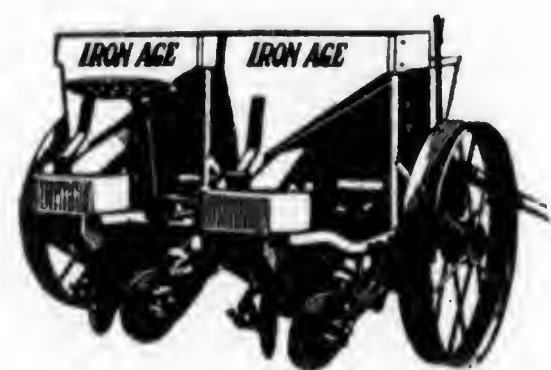
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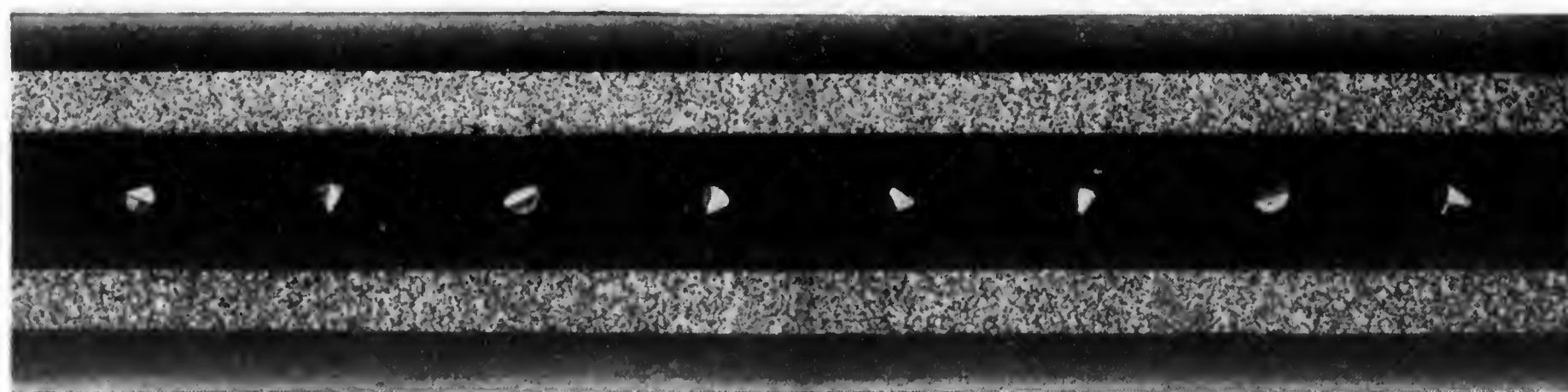




## Your Choice—Ridge Covering or Shallow Covering . . . . .



IRON AGE POTATO PLANTER  
One, Two, Three and Four Row  
Assisted and Automatic Feed



THE IRON AGE POTATO PLANTER gives you Convertible Disc Covering Gangs with the option of Ridge Covering or Shallow Covering in the furrow, without the addition of a part or bolt.

You get the famous "IRON AGE BAND-WAY" Fertilizer Distributor together with seed centering and checking devices. The "IRON AGE BAND-WAY" (a controlled side and depth application of fertilizer in proper relation to the seed) has led the way to increased yields for thousands who have used IRON AGE PLANTERS.

Only in the IRON AGE AUTOMATIC can you have adjustable picks handling small, medium and large seed with the same high degree of accuracy and with scarcely visible punctures incapable of destroying the eye.

By the substitution of a Bean, Pea or Corn Hopper in place of the Automatic or Assisted-feed Hopper, any IRON AGE PLANTER may be converted at small cost into an ideal Bean, Pea or Corn Planter.

Built in one, two, three or four row sizes Assisted Feed or Automatic. Fertilizer attachments for high or low analysis fertilizer.

These and many other exclusive advantages are described in new Catalog No. 1236. Get your copy.

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**THE GUIDE POST**

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AND EXPERIMENT STATION  
THE PENNSYLVANIA STATE COLLEGE  
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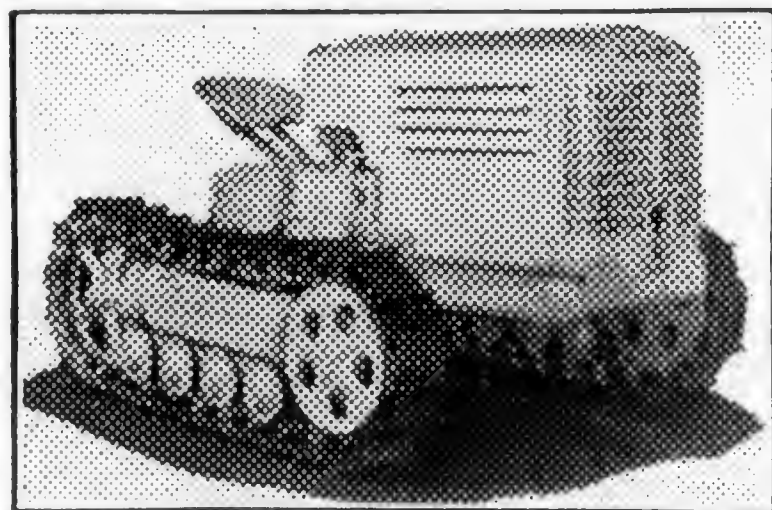
MAY • 1937

PUBLISHED BY THE  
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## Cultivating on Dr. Nixon's Farm with the First Model E Cletrac



Here's the new Model E Cletrac... streamlined throughout... smarter looking... easier handled. Built in five row widths—31", 38", 62", 68", and 76" for all row crops.

Three years ago Dr. Nixon bought the first Model E Cletrac ever built... the one crawler tractor with the ground clearance to do a thorough job of cultivating, not only in potatoes, beets, beans, and other low-growing crops, but in tall corn as well.

A Cletrac Crawler is the ideal tractor for all your farming operations. It asks no favors when the ground is wet and soggy. With its 900 square inches of ground contact it has the light-footedness and traction to get in and out of the soft spots without miring down.

Investigate the Cletrac... its ample clearance... ease of handling... short turning... simplicity of maintenance... rock-bottom economy... and integral equipment—it's the perfect general purpose tractor.

THE CLEVELAND TRACTOR COMPANY, CLEVELAND, OHIO

# Cletrac Crawler Tractors

REG. U. S. PAT. OFF.

## Lest We Forget

In his book on his system of potato culture, Dr. Nixon made this dedication: "To those potato growers who have proved by practice the principles herein enumerated, this book is dedicated".

We, whose names will appear at the conclusion of the last article of this series, which will be concluded in the July issue, are responsible for assembling the material contained herein concerning the "Big Four" of profitable potato production. The source of information for this series of articles is taken from memory, notes on Dr. Nixon's lectures and from what has been told in press articles and other printed matter during the past twenty years.

In presenting this information, the authors will be glad to have the Doctor's personal reaction as to the accuracy of the statements, and, in all probability, will get it!

Thousands upon thousands of you potato growers, living in a dozen or more states, have repeatedly heard the Doctor emphasize the "Big Four"—his own prerequisites for profitable production—as follows:—

1. Good Seed
2. Abundance of Humus
3. Foliage Protection
4. Vision or Potato Mentality.

In reply to Dr. Nixon's question, many times propounded to growers—"What constitutes good seed?", he explains that "it must be free of disease, and there must be positive evidence that the area in which it is grown is a foundation seed area."

Much has been written about potato diseases, their symptoms, causes, and methods of control, but Nixon says, "It is not necessary to be able to identify all the diseases that may befall the potato in order to become a producer or distributor of good seed. But," he adds, "one must know normal plants by the appearance and growth habits of the foliage and vines."

In 1918, before the days of certification, a carload of Michigan seed reached Pennsylvania, in response to a challenge from a group of growers, following a lengthy discussion on the topic, "Good Seed." The progeny from this car of potatoes produced for one of its growers, Mr. Oscar Lichtenwalter, of Lehigh

County, 519 bushels per acre, and was a forerunner of the Pennsylvania 400-Bushel Potato Club.

The progeny of Good Seed also gave the following record yields, prior to the formation of the Club: Mr. John Schroppe, Schuylkill County, 512 bushels, 1920; Mr. L. K. Peters, Lehigh County, 510 bushels, 1921; and Mr. W. D. Worman, Northampton County, 478.5 bushels, 1922.

Dr. Nixon preached that growers located in foundation seed areas and the distributing agencies must also know what constitutes good seed, and this led to the establishment of numerous potato growers' associations throughout the State, organized for the sole purpose of procuring good seed. Many of these associations distributed as much as twenty cars per season. Nixon taught that grower and distributor must be dependable, and "having integrity, must be willing to guarantee their product. Such a combination," he says, "can be found only among growers and distributors of seed who have the vision and will leave no stones unturned to meet the qualifications which will ultimately give them an enviable reputation."

The Doctor has a unique and unusual way of teaching what constitutes good seed. Growers are few who have been taught all or many of the diseases which befall potatoes, but all of us have been shown the normal, high-yielding plants. Many a grower has lost his "last nickel" on "how many tubers are in this hill?" We raise the question, "Might it not be well for Pennsylvania potato growers to take stock of themselves and find with what vision, integrity and knowledge their seed supply is being furnished?"

In answering, "What constitutes a foundation seed area?", the Doctor says, "There is no practical method known to enable one to produce good seed potatoes year in and year out in certain areas of any state. Most of the seed grown in many of the so-called seed sections must be replenished at more or less frequent intervals to prevent deterioration. Our foundation areas now consist of localities where the wasteful procedure of removing the abnormal plants is not so drastic as to render the production of good seed uneconomical."

Present day evidence leads us to believe that foundation seed areas are be-



coming more constricted, rather than expanding, as the distributors of seed potatoes would have us believe.

Good growers should not plant even a trial lot of seed potatoes without an accurate record as to, first, the source from which it came; second, some information of the grower or distributor; third, some knowledge as to what efforts are being made in the given area to maintain a foundation seed source; and fourth, comparative yields of the seed from various sources together with careful observations on the growth habits and foliage characteristics of the trial lot in its new environment. In this manner, new dependable sources of seed may be determined. Such work should have the hearty support of the seed grower, the table stock producer and the educational agencies concerned.

Nixon has many times been asked, "Shall we cut the seed potatoes, or should we plant them whole?" He explains that "If they are too small to cut, then plant them whole. There is but one danger in planting whole seed of whatever size, and that is too many stalks per hill, which may result in too many tubers, and which will prevent all of them from reaching market size. This is especially true if the sprouts have started before planting." He adds, "Dormant seed, even though whole and large, rarely sends up more than two or three sprouts. It is always safest to plant cut seed as

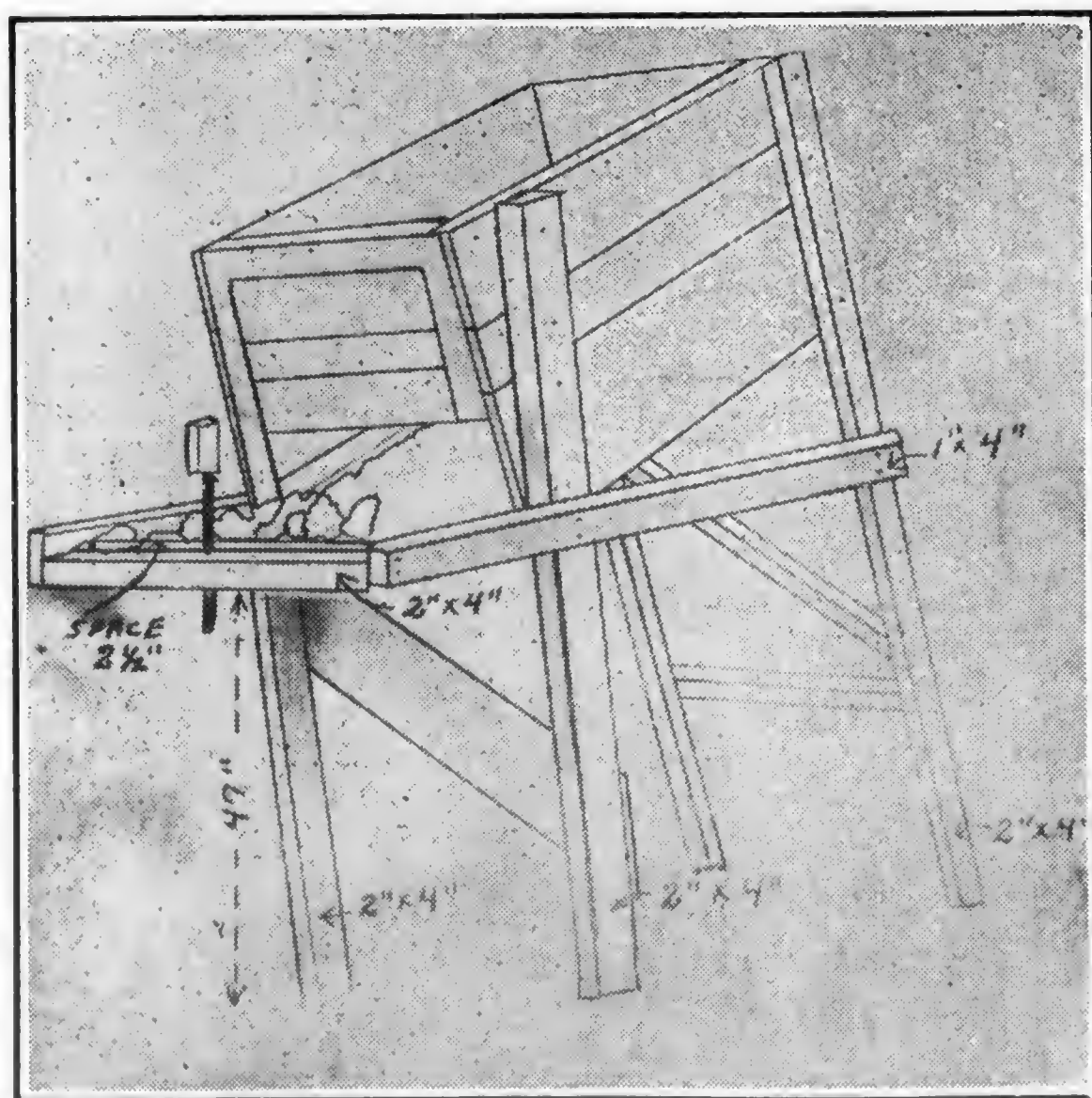
soon as it is cut. I should prefer to have it go into the ground without drying. I should prefer, by all means, to have it go into a moist soil. Open dried out furrows are a poor place in which to drop seed pieces. When I speak of small seed pieces planted whole, it means the small potatoes from the same field which was designated 'Good Seed.'

"Therefore," he claims, "It is not the form of the seed that determines the success or failure of good growers."

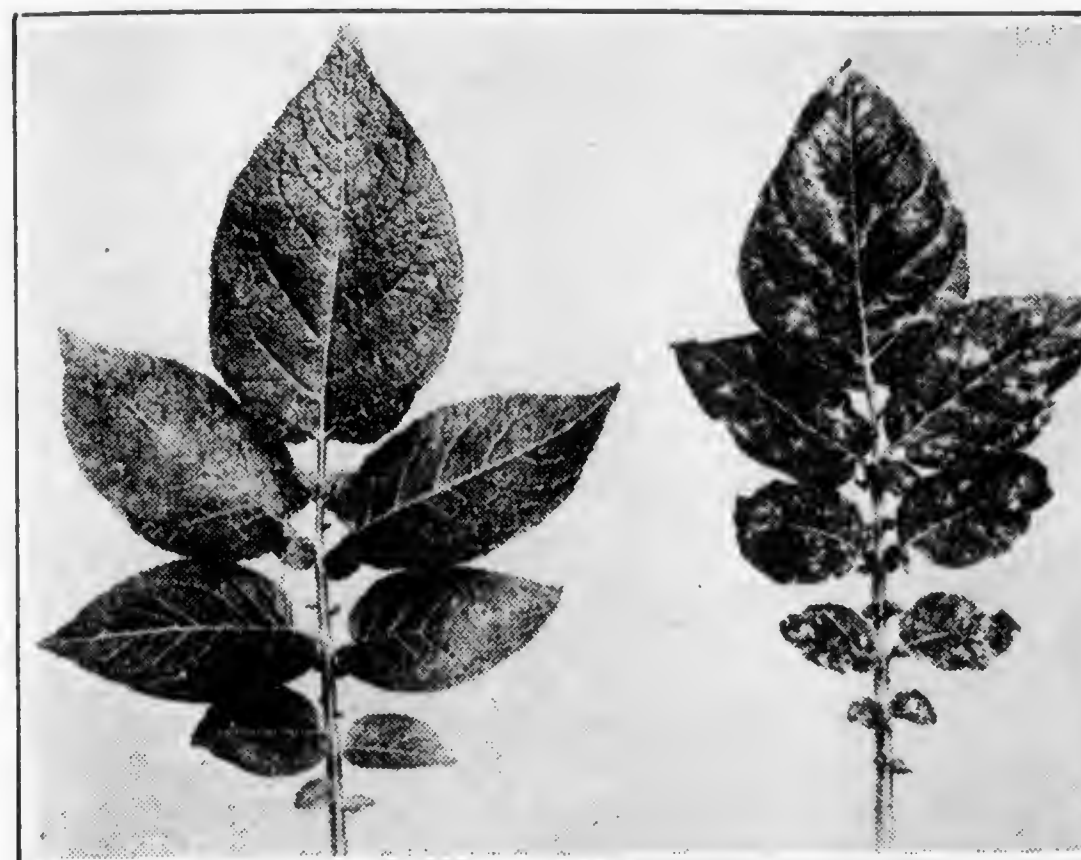
## II. An Abundance of Humus.

In discussions of this subject, the Doctor often has asked, "How does the dictionary define the word abundance?" We have looked it up and find that it says, "overflowing fullness." Just how much is this? Sweet clover eight feet high worked into the soil; soybeans as high as your armpits, seeded two bushels and a peck to two and one-half bushels per acre; a clover or alfalfa sod with eight or ten tons of manure per acre—This gives some idea of the meaning of abundance.

And how does the dictionary define humus? It says it is "the partial decomposition of vegetable and animal matter." Humus is the organic portion of the soil. It gives "life" to the soil, making a light friable soil out of an otherwise heavy close one. Humus increases the water holding capacity of soils, dis-



This cutting box facilitates the cutting of seed, thus enabling one to plant "as fast as the seed is cut."



Normal, healthy leaves appear smooth and flat, unhealthy leaves appear quilted. Normal leaves reflect the light, and their sheen or luster is discernible some distance.

This is the real test of a foundation seed field.

Instead of constructing a formal cutting box, this grower adapted the idea to the rear of his wagon, and actually cut 81 bushels in 9 hours. (A. C. Kepler farm).



An abundance of humus in the making of gigantic growth of soy beans. What is wrong here is that they should never be plowed under in their green state. (Continued on Page 10)



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Irregular Quality and Grade  
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Irregular, Unassembled Supplies  
Lack of Knowledge of Market Conditions  
Many Truck Sales to Irresponsible Buyers  
Inability to Supply Largest Distributors  
Inability to Compete with Organized Shippers from Other States in Pennsylvania Markets  
Loss of Consumer Good-Will  
Decreasing Production and Profit for Pennsylvania Potato Growers

### EDITORIAL

This and the next two issues of the GUIDE POST will be devoted to Dr. E. L. Nixon's life and work in the potato industry of Pennsylvania.

Why dedicate three issues of the GUIDE POST to a man who is still living and has devoted twenty years of his life to his chosen field of activity?

In the first place we are not dedicating the issues to him. In the second place why celebrate anything at twenty year intervals? The true analysis of this practice is due to the fact that we can't wait for the twenty-fifth. The fact of the matter is it will not be twenty years until next September.

The reason we are devoting some space to Dr. Nixon in the next three issues of the GUIDE POST is, for the benefit of the publication itself and in turn to the potato growers of Pennsylvania.

On the other hand this space is not being devoted for the purpose of entering on any encomium. He needs none.

It has been truthfully said that, "the success of any business is but the lengthened shadow of an individual."

The true history of the scientific development of modern potato growing in Pennsylvania could not be written except around this man.

### COOPERATIVE MARKETING

Regular Quality and Grade  
Attractive Packages  
Uniform, Established Price  
Regular, Assembled Supplies  
Expert Knowledge of Market Conditions  
Increase in Carlot Sales to Responsible Buyers  
Ability to Supply Largest Distributors  
Ability to Successfully Compete with Other States in Holding Pennsylvania's Unexcelled Home Markets  
Increase in Consumer Demand for Pennsylvania Potatoes  
Increase in Production and Profits for Pennsylvania's Thirty Thousand Potato Growers

## Potatoes Under Irrigation

J. B. R. DICKEY

Growing potatoes with irrigation looks so good, easy and profitable that one wonders if our relatively abundant water supplies could not be taken advantage of more often in the east. With adequate water when one wants it, the biggest gamble is eliminated. The crop is of profitable size, and odd shapes, stem end discoloration, and to a large extent scab, are no longer to be feared.

Of course, many western growers do not get all the water they want or need. It would seem that an irrigated section is first a happy hunting ground for the engineer in building dams, laying out ditches, etc., and later for the lawyer to settle the inevitable disputes and lawsuits regarding the division of the water. Apparently, the man up the ditch gets the lion's share, those below get what is left, if any. Few of the growers interviewed seemed to have much idea as to how much water they really needed. The general idea seemed to be to take all they could get, whether they needed it or not. The usual result of this is trouble from seepage and alkali on the lower lying areas and their eventual abandonment or else the installations of extensive and expensive drainage systems. Result, more work and profit for engineers and lawyers; for all of which the farmer pays.

In spite of this the cost of water to the farmer did not seem high. Where it came from ditches the annual acre cost on the older projects, which were "paid out", was as low as \$3, although

it might run as high as \$10 or \$12 on the new projects where the getting of water to the land was a more expensive operation. In many sections the water is pumped from individual wells. On the lower Platte River these wells may be only 200 feet deep and seem inexhaustible. The river itself is a bone dry expanse of sand most of the summer, the water flowing through beds of sand and gravel which underlie the flats. In other places such as the Shafter California section the water table is rapidly being lowered by pumping until it is now down



Mr. Poley, raised at Fairfield, Adams Co., Pa., in his field of seed potatoes near Scottsbluff, Nebraska. Says he would never go back to Pennsylvania to farm.

to 100 feet or more. This necessitates frequent deepening of wells, the purchase of more powerful pumps and motors and higher bills for electricity.

One of the things which strikes the Easterner forcibly is the way the desert comes right up to the edge of the irrigated field, with bare ground or sage and rabbit brush within a few feet of luxuriant potatoes or alfalfa. In most sections it hardly ever rains in summer, sunshine every day, so that there is no trouble with blight or other wet weather troubles. Having had none of its plant food leached out by water or taken out in crops, much of this desert land is very rich, and for years needs no fertilizer or manure. All it takes is water. No wonder the western farmer and politician fight for more and more irrigation pro-

(Continued on Page 22)



A good patch of Bliss in July near Scottsbluff, Nebraska. Elevation about 5000 ft. Water comes in between every row at the far end.



## A Rock in the Road

by HARRY C. STOCKDALE

Quite a number of years ago David Groom sat in the kitchen of his home talking to his wife. It was April, and probably past bed-time for the average Pennsylvania farmer.

But David Groom was troubled. That day he had seen the president of the little country bank about borrowing money to buy timothy seed and other items to begin his Spring farming.

The old banker had been frank with him and told him, since so little had been paid on what Groom had borrowed the year before for the same purpose that he could not grant him another loan.

So Farmer Groom was lost in depressed thought.

"It might not be so bad, Mary," he said to his wife, "but we have the two boys, and we always planned to send them away to school. It just seems as though growing hay and grain as father did doesn't make money anymore. If it were not for the blamed wire worms we might try potatoes."

A knocking sound interrupted the thought.

"It is someone at the door, David," exclaimed Mary, "You'd best see who it is."

Groom opened the door to two men, one a stranger, and the other the County agent with whom he had discussed potatoes a week before. The Agent had asked Groom to attend a potato meeting at the school house that very evening.

It was the day's experience with the banker that had made him too disinterested in the meeting—that and wire worms, which had led him to believe potato raising practically impossible. Had he attended the meeting, he would have been told that wire worms breed best on timothy sod—but he hadn't gone.

The County Agent introduced his companion as the extension man from the College who had been sent down to the school house meeting to talk potatoes, and asked Groom if they could put both of them up for the night.

He explained that they had been traveling back to the County Seat from their meeting when, in passing over the bad road near Grooms, a high rock in the center of the road had struck the engine of their car, causing a leak which let all the oil seep out of the motor.

The Grooms offered the spare room to them to share and made them welcome.

Before breakfast the next morning the college fellow was out looking over the Groom farm, and Mrs. Groom wondered about him.

"He doesn't look like a College man," she told her husband. "And what do you suppose he is doing up in the orchard?"

During breakfast the College chap talked about the orchard. He said there was a nice number of trees and wondered if it produced well. Groom replied that the trees bore apples but that worms and disease usually made the apples unfit for sale.

"You should spray those trees," suggested the College chap.

"We cannot afford to," answered Groom.

"It would pay you to go to your banker and borrow money to buy a sprayer," said the extension man.

David Groom glanced helplessly toward his wife, but the College fellow seemed so common and so easy to talk with that little by little he told the story of his inability to borrow money from the banker the day before to buy his timothy seed and other planting items.

"I would like to talk to this banker," remarked the College fellow.

And a meeting was arranged with the banker when Groom drove the County Agent and the extension man to town, and as a result of it, the banker loaned Groom the money for a sprayer, with the understanding that the College chap would show Groom how to spray his orchard and raise potatoes without wire worms.

It was several years later that David Groom and the County Agent spent an afternoon digging Groom's best acre of potatoes. The Agent left, finally, and Groom wondered aimlessly about over the acre picking up a potato here and there for about an hour.

Finally at sun-down he dropped himself dejectedly on a potato crate and sat motionless with his head held between his hands. He was like this when Mary came out to the field to call him in to supper.

Groom looked up at his wife.

"Well, we lost, Mary," he said. "We were short two."

"Why, David!" she exclaimed, "You're an old fool to sit here and mope because

(Continued on page 18)

Say neighbor!  
try this  
**AGRICO**  
it's great  
stuff!

**AGRICO**  
FOR  
**POTATOES**

THERE IS  
A BRAND  
FOR EACH  
CROP

The FERTILIZER with the EXTRA PLANT FOODS

Agrico is Manufactured only by  
The AMERICAN AGRICULTURAL CHEMICAL Co.  
BALTIMORE . . . BUFFALO . . . NEW YORK



## A Biography

Call the roll of American plant pathologists, even among pathologists themselves and Dr. Nixon will rank near the top, because of his work with The Pennsylvania State College and the farmers of the State.

Dr. Ernest Leland Nixon, sometimes known to his intimate friends and associates as "Nick" has had a really colorful career. With an indomitable will and determination he has fought his way from the very bottom, compelling even those of different opinions to bow in



Dr. Nixon's birthplace, Hocking County, Ohio, still inhabited. In the little hamlet of Mount Pleasant on the border line of Hocking and Vinton counties.

homage to his accomplishments. He has often said in public, "it is not to what heights you attain, but how far you travel that counts."

He first saw the light of day in the little hamlet of Mount Pleasant, Ohio; a village of 200 souls on the border line of Hocking and Vinton Counties, a little over 50 years ago.

On what was then a bleak and barren farm, and now marginal land, he spent



The form of farm power on the farm of Nixon's boyhood.

his boyhood and, where, under the most trying circumstances, his elementary education was acquired.

Born in abject poverty, comparable to the poorest in the country today, he early appreciated the hopelessness of



Original school house where Dr. Nixon acquired his elementary education.

farming as it existed in his neighborhood with tradition-bound, poverty-binding methods of tilling the soil and reaping only hardships. It was here that he resolved to devote his every effort to lift himself and others from the drab and monotonous drudgery which was little better than a life of slavery on the farm. No one has ever assigned himself a bigger task. To lift himself, single-handed, from such a lowly station and prepare for and dedicate his life to the improvement of American Agriculture, required almost superhuman effort.

Young Nixon reasoned that if education made possible the professions, why could it not accomplish the same for farmers? He, therefore, resolved to educate himself and immediately set himself to the task.

*(To Be Continued)*

### LEST WE FORGET

*(Continued from page 5)*

seminating water in periods of excess precipitation, and conserves moisture in periods of drought. It absorbs plant food from the soil solution and ammonia from the air, holding them in an available form for plant growth, and it is the most important constituent of the soil. For the potato grower it is indispensable.

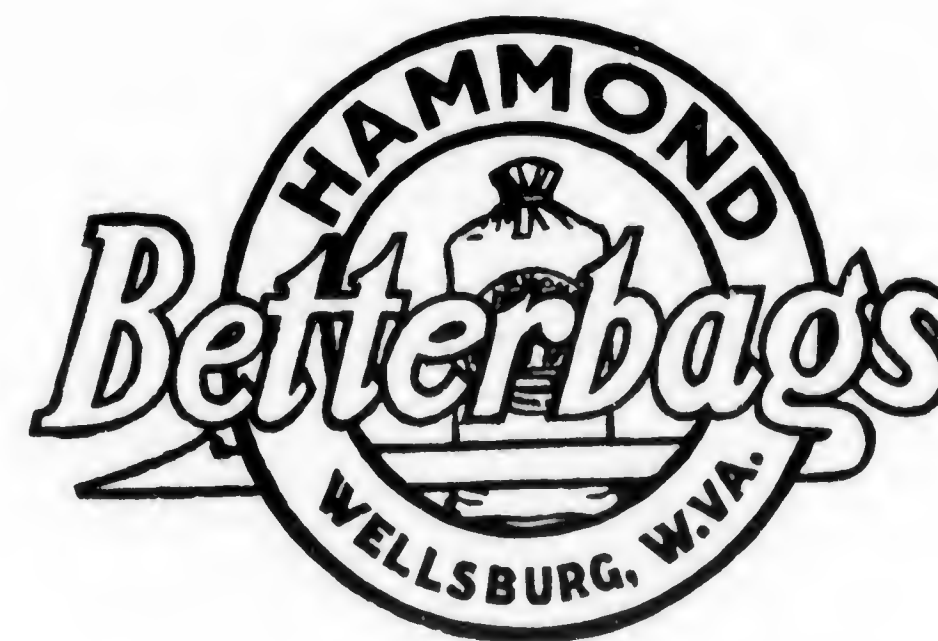
*(Continued on page 26)*

## THE POTATO

in its attractive brightly colored paper container has been promoted from the burlap bag in the back room to the show window out in front.

Put YOUR Crop  
out in front  
by packing it in

## Hammond Better Bags



## Hammond Bag and Paper Co.

WELLSBURG, W. VA.

PAPER BAGS FOR LIME, LIMESTONE, FERTILIZER,  
POTATOES, FLOUR, AND FEEDS



## Potato Market Summary---1936-37 Season

by D. M. JAMES, Pennsylvania Bureau of Markets

An unusual potato marketing season is nearing completion, a brief review of which may be of interest. A smaller crop was reported grown in 1936 than in 1935, yet carlot shipments from it have been heavier. Although more potatoes were sold from the '36 crop, farm prices were higher than for the '35 crop. An unusually small stock of potatoes was held on January first yet prices declined from that time although last spring with a larger supply, prices advanced.

These are some of the strange quirks of the season which show the uncertainty of advance price predictions and how unsatisfactory are subsequent explanations of market fluctuations. Possibly some causes may be found for the market actions which might offer partial explanation of what may appear to be gross contradiction of the laws of supply and demand.

First let us examine the following table which shows that 8,238 more cars have been shipped from the 1936 crop than from the 1935 crop, 55 million bushels greater, and, that as the markets absorbed these larger supplies, the U. S. farm price per bushel was nearly twice as great as was received for the smaller volume used from the 1935 crop.

Year	Production Bushels	Farm Price		Cars Shipped		
		U. S.	Pa.	Value of U. S. Crop	Value of Penna. Crop	thru April 17th
1936	332 million	1.11	1.15	\$367,000,000	\$30,208,000	191,421
1935	387 million	.59	.70	230,000,000	17,875,000	183,183

A year ago prices\* made a sharp advance from about \$1.00 a bushel in early April to as high as \$2.75 in June. During April this year prices have declined from \$1.40 to \$1.05 a bushel. The U. S. D. A. reported that the same number of cars remained to be shipped this year as were shipped last year from April 10th and that later market strength may still develop. Undoubtedly the market weakness in April, 1937 was due to continued heavy shipments from Maine and to prospects of increasing southern supplies. Last year the early states to April 15th had shipped only about half as many cars as to the same date this year, due to freezes and dry weather which delayed diggings and curtailed yields in 1936.

Pennsylvania growers who were fortunate enough to have early crops to

harvest last June and early July, were able to realize as much as \$2.25 to \$2.75 a bushel. With favorable prospects for the late crop, at that time, and with increased supplies on the markets, prices immediately started a decline to a low of 90c a bushel in October. During November prices ranged from \$1.00 to \$1.30, advanced to \$1.40 in December, continued upward to the season high of \$1.65 early in January. At that time, due to the unusually small stocks reported to be held by growers, many believed that prices would continue upward to \$2.00 before spring. However, certain factors which forestalled a further price rise and actually caused a market decline, were as follows:

1. Stocks on hand in January were probably underestimated which led to
2. Continued heavy shipments of late potatoes.
3. Prices had already reached the point at which consumer demand tended to decrease.
4. Early southern shipments of the new crop, although relatively small in bushel volume, tended to retard market strength.
5. More off-grade stock was saleable

than normally due to the relatively high market.

From the middle of January to the middle of March prices fluctuated within a narrow range. Slightly stronger market tone in terminal markets immediately resulted in heavier shipments, with prompt price reactions. From the middle of March to the latter part of April, prices declined from \$1.40 to \$1.05. This was the first time during the season that prices declined below prices on the corresponding date the previous year.

The past season has demonstrated factors which have considerable bearing on potato prices. First, that short crops are often underestimated, which tends to strengthen prices more than the normal factors of supply and demand war-

(Continued on next page)

## FARM PROPOSAL SUPPORT URGED

Outlining the twenty measures dealing with farm legislation introduced in the current session of the Pennsylvania General Assembly by Governor Earle, Secretary of Agriculture J. Hansell French yesterday declared that the department is actively supporting the bills. Farm organizations and individuals interested in the welfare of Pennsylvania agriculture should support the measures, he added.

They provide:

Indemnification of farmers for dairy cattle slaughtered for Bang's disease. Governor Earle's budget includes an appropriation of \$1,200,000 for cattle indemnities.

### Bonding Produce Dealers

Bonding and licensing of commission merchants and produce dealers who buy direct from the farmers.

Creation of a State Agricultural Adjustment Committee to cooperate with the Federal Agricultural Adjustment Administration.

Creation of a State Soil Conservation Board to cooperate with the Federal Soil Conservation Service for the prevention of soil erosion by promoting strip farming, contour plowing, check-dam construction, reforestation and other soil conservation measures.

### Tobacco Control

Control of tobacco production to prevent ruinous overproduction.

Granting authority to the Governor to enter into compacts with other states for the control of tobacco production.

Licensing livestock dealers to prevent the importation of diseased cattle into Pennsylvania from other states.

Amending the Administrative Code to give the Department of Agriculture the authority to control household insects.

Appropriations for the control of Tobacco Wildfire, internal parasites of domestic animals and Cedar Rust.

Codification of the State Plant Pest Laws.

### Food Law Amendments

Amendments to strengthen the State Pure Food Laws.

Legalization of the use of honey and  
(Continued on page 17)

## Congratulations to Dr. E. L. NIXON

### Potter County Seed Growers' Ass'n

Coudersport, Pa.

ED. FISHER, Secretary

### POTATO MARKET SUMMARY

(Continued from page 12)

rant. Conversely, large crops are often overestimated, having the reverse effect on the market. Second, that increasing early southern shipments are having a greater depressing effect on the market for late-crop potatoes than the actual volume of the early shipments warrant. Third, that greatly increased sales of off-grade stocks are made in short crop years the most unadvantageous time for the growers to dispose of his crop is during the market glut of the late-fall harvesting season. This further substantiates the belief that inadequate storage facilities are a great detriment to the Pennsylvania potato industry.

\*All prices quoted are for "Pennsylvania U. S. No. 1 or partly graded," delivered Philadelphia, furnished by the U. S. Market News Service.

"Nothing is so inevitable as an idea whose time has come."—GOETHE

"Many brilliant speculations are but shining soap bubbles, which turn to nothing as you gaze at them."



## POTATO CHIPS

During the spring season the following quotation from Wallace Nutting in "Pennsylvania Beautiful" seems appropriate: "We need a crusade, devoted not to some distant land, but to the unveiling of a Holy Land at home. Is there any reason why distant acres should be more beautiful than ours? Have not our fields, if they are ploughed in hope, and tended in prayer, and reaped in diligence, been made more sacred by the use to which we may devote them? Are not these acres where the babies play and the youngsters run richer in their significance and moral responsibilities than any distant land?"

And how closely the above fits the philosophy of our own Doctor Nixon, to whom this issue is dedicated. How well the Doctor has taught us these many years not only how to plow in *hope* and tend in *prayer*, but also how to plow and tend our spuds with WHAT IT TAKES to get results.

For 20 long years Dr. Nixon has been lifting Pennsylvania potato growers out of the "twiddler" class in *production*. With his usual vigor, he now is helping to lift them out of the "twiddler" class in *marketing*.

All Eastern Shore potato cars must be fumigated for Tuber moth larva before they are shipped this year. Another good reason why we prefer to grow spuds in Pennsylvania—the 'danged' bug doesn't like our climate.

Maine has shipped 5,000 carloads of certified seed this year, a new record by 20%, and don't let anyone tell you there will be only a *slight* increase in potato acreage this year. During 3 recent weeks, 132 carloads of Maine certified seed were received by Pennsylvania growers while receipts from all sources this season have broken all records. Pennsylvania growers with foresight will note this increasing demand for certified seed at home and will plan accordingly.

More than half these cars of "Maine Certified" have been bought as "mixed varieties." Of the solid cars of one variety, 54% were Cobblers, 24% were Mountains, 10% were Kahtahdins, 10% were Russet Rurals and 2% were Chipewas. As a large portion were pur-

chased for planting in Southeastern Pennsylvania, it looks like an increase in early varieties and a decided shift away from Russets in this section.

And speaking of varieties, how about the Mason, originated in Somerset, grown there in preference to any other, well worth more experimental plantings in other sections—and boy, the best eating spud you ever put in your mouth, when baked, mashed, boiled, fried or what have you?

Looks like the truckers (both legitimate and nefarious) backed water considerably this past season. Pennsylvania has shipped 1639 cars by rail this year compared with only 354 cars last year, an increase of 400%. The marketing program had much to do with this change which has helped to stabilize the markets.

Just learned of the appointment of Carson Mertz, a recent director of the Potato Growers' Assoc. to the position of Chief of the Rural Resettlement Administration for the State of Pennsylvania. More power to you, Mertz. If things get too tough, try Bower's scheme of eating aspirin tablets for cough drops.

The bills in the legislature affecting Pennsylvania potatoes are "going to town." Sentiment throughout the State seems to be strong for passage of the bills for the bonding of commission merchants, for the volume bushel, for the amended cooperative bill and for the grade labeling of potatoes.

Indiana County and its genial County Agent, Jack Warner, are busy establishing potatoes as a leading cash crop for that section. Shipments from the County in Blue Label bags made a creditable showing during the past season. Even greater success is to be expected from this wide-awake County in 1937.

The National Potato Association through its Executive Secretary, H. B. Tabb, will attempt to stimulate consumer demand for potatoes and to combat the false propaganda circulated maliciously or otherwise to the detriment of the industry through a national eat-potato-for-health campaign. Maine and

(Continued on page 17)

## Better Potatoes--- Use More Potash

Potato profits depend upon increased yields and more No. 1's per acre. Potash is the most important plant food for keeping plants growing vigorously and manufacturing starches and sugars. Leading growers are using at least 10% potash in their potato fertilizer. In the Midwest 18% potash in a 3-9-18 analysis is being adopted widely.

Your soil and application of fertilizer should make available to your potato crop at least 170 pounds of actual potash per acre—the amount necessary for a 300-bushel yield. Consult your county agent or experiment station regarding your requirements. See your fertilizer dealer or manufacturer about fertilizers high in potash. You will be surprised how little it costs to give your potatoes more potash. Write us for additional information.

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### American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



RECORD OF HIGH ACRE YIELDS BY YEARS IN PENNSYLVANIA INFLUENCED BY THE "GOOD SEED POLICY" INTRODUCED AS ONE OF THE PHASES OF THE NIXON SYSTEM OF POTATO CULTURE.

Year	Grower	County	Bushels Per Acre
1919	Oscar Lichtenwalner	Lehigh	519
1920	John Schroepe	Schuylkill	512
1921	L. K. Peters	Lehigh	510
1922	W. D. Worman	Northampton	478.5
1923	Jacob S. Wile	Montgomery	532.4
1924	R. E. Briggs & Son	Luzerne	637.6
1925	R. E. Briggs & Son	Luzerne	571.4
1926	R. E. Briggs & Son	Luzerne	688
1927	Amos Eberly	Lancaster	651.4
1928	H. J. Walton & Son	Chester	696.1
1929	Henry Y. High	Northampton	629.4
1930	V. A. Houston	Bucks	603.3
1931	H. J. Walton & Sons	Chester	637.3
1932	Yeagle Brothers	Bucks	626
1933	George Flamm	Somerset	601.6
1934	Rockview Penitentiary		
	Robert K. Billett	Centre	681.2
1935	Henry Fink	Lehigh	520
1936	Edward Kosa	Potter	605

PENNSYLVANIA POTATOES

(Table showing the production in acres, bushels and rank, and the value and rank according to value of the potato crop in Pennsylvania during a number of the years that the industry has been one of the more important forms of agriculture in the state.)

Year	Acres (1,000)	Production Bushels (1,000 Bu.)	Rank	Value Dollars (1,000 \$)	Rank
1866			2nd		
1870			2nd		
1875			4th		
1890			2nd		
1900			5th		
1910			4th		
1917	308	29,568	5th	39,917	
1918	275	20,900	5th	31,559	
1919	234	22,230	5th	34,234	
1920	235	26,555	5th	32,928	
1921	230	17,940	5th	23,860	
1922	227	23,608	5th	17,706	
1923	216	21,816	5th	22,910	
1924	207	22,977	6th	18,382	
1925	197	23,049	3rd	44,715	
1926	190	20,330	6th	34,561	
1927	203	22,330	6th	26,796	
1928	225	28,570	6th	18,570	
1929	210	22,470	3rd	35,278	2nd
1930	210	19,950	5th	23,740	3rd
1931	212	28,620	4th	15,169	1st
1932	215	23,650	6th	11,352	2nd
1933	211	23,843	4th	26,466	3rd
1934	226	32,770	4th	14,091	2nd
1935	224	25,536	5th	17,875	3rd
1936	199	26,268	3rd	30,208	2nd
	4,445,000	483,287,000		\$520,317,000.	

Values prior to 1935 are approximations as data are in the process of revision.  
Value data for other states not available prior to 1929 so rank cannot be determined.

POTATO CHIPS

(Continued from page 14)

Idaho are the only States which have done promotional work of this kind. A National movement to put "old King Spud" back on his throne is really worthwhile and deserves support from the Pennsylvania industry.

\* \* \*

Take back any disparaging remarks I ever made about the Kahtahdin. Admitting that it doesn't "eat" as good as a Mountain, it grows smooth and large under adverse conditions, *without stem end discolorations* which is sometimes more than can be said of the Russet. Also the trade seems to be warming up to its bright appearance.

\* \* \*

Seems as if you have to be a big grower, an Association officer, a doctor or something 'high-falootin'' to get in one of those winter trips to Florida. First it was Ramseyer, then President Bishop, then Dr. Nixon and then Vice President Donaldson, all basking in the sunshine of the south while the rest of us shivered in the cold north winds. Tell you what, next winter let's us "common, ordinary spud growers" hire a special train and show the "big shots" what a *real* excursion to Florida is. Please don't swamp me with reservations.

—"WILLIAM SHAKESPUD"

FARM PROPOSAL SUPPORT URGED

(Continued from page 13)

beet sugar as sweetening in soft drinks. Legislation to abolish unsanitary containers for soft drinks.

Amending the State Butter Law to make it uniform with the Federal law and legislation in other states.

Strengthening the laws against dishonest advertising of food products.

Strengthening the State Sausage Act.

Licensing Small Bakeries

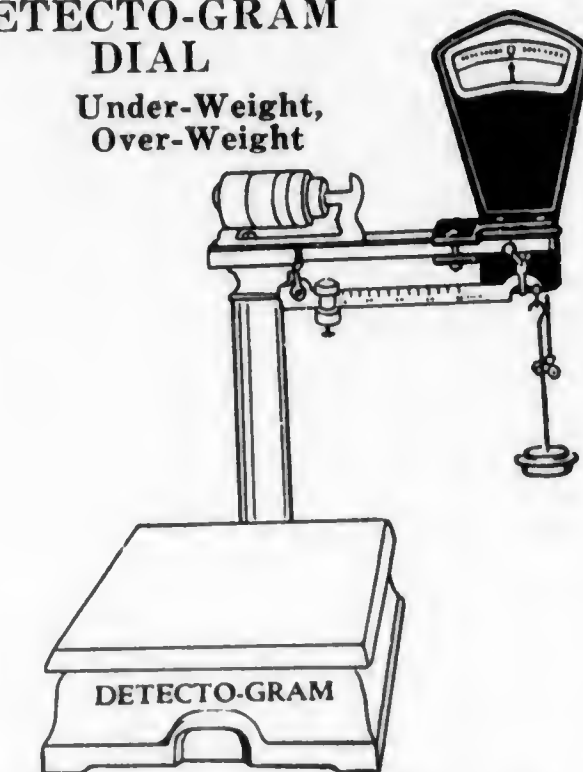
Licensing small bakeries for the protection of the public against disease.

Strengthening the Ice Cream Law.

The Administration and the Department of Agriculture also are supporting legislation making compulsory the marking of grades on sealed packages of potatoes, permitting the sale of fruits and vegetables by volume as well as by weight, making appropriations for a Pennsylvania exhibit at the next World's Poultry Congress and for the enforcement of the Fresh Egg Law, regulating the milk industry and for cooperative association reforms.

DETECTO-GRAM  
DIAL

Under-Weight,  
Over-Weight



Attention: Potato Packers.—You will find the Detecto-Gram Over-weight, Under-weight Dial, a big money saver in packing potatoes, especially when packing 15 lb. bags. Can be quickly attached to your present scale for free trial—no obligation.

Write for Information and Prices

J. S. GRIMISON

Detecto-Gram Scales

116 W. Oakdale Ave. Glenside, Pa.



Congratulations to

Dr. Nixon

LOST!

Thousands of dollars by those not following his teachings on cultural practices.

Spray with Whiterock Lump and Super Spray Hydrate and regain your lost dollars.

Lump ..... 98% C<sub>2</sub>O  
Hydrate ..... 72-74% C<sub>2</sub>O  
100% Thru 325-Mesh

WHITEROCK QUARRIES

Bellefonte, Pa.



## CONSUMER ADVERTISING

Much discussion has been heard in recent months on the subject of advertising to consumers various fresh fruits and vegetables, and considerable advertising of this character has been done in an effort to create a demand from consumers for particular brands of such products. The idea behind the activity is to teach the housewife to ask for a particular brand, of course, thus forcing the retail dealer to stock the brand covered by the advertising. In passing, while we agree that advertising is effective, it might be observed that force is not good salesmanship in any case. If a dealer does not have a particular advertised brand of turnip or spinach, his smart salesman will sell some other turnip or spinach when the housewife calls for the brand she has seen in magazine or daily newspaper advertising, which product, in all likelihood, really is "just as good" as the brand advertised. Thus the effects of a consumer advertising campaign so far as any particular brand is concerned, can be lost.

The best way to stage a consumer advertising campaign is to sell the idea to the wholesale and retail trade before it is placed before the consuming public. Let these instrumentalities understand through friendly communication—which is another type of advertising or salesmanship—that the consumer advertising is to start at a given time, and point out to them that the wholesaler can capitalize that fact by stocking up on the product that is to be advertised, thus being placed in position to furnish his retail customers plenty of the product. Then it becomes the job to place the goods with the retailer so they will be ready to supply the consumer when he calls for them. They probably will buy more heavily, and will give added impetus to the sales campaign by extraordinary efforts to sell to the consumer. Thus, all factors in distribution are working in harmony, and real good is accomplished.

It should be borne in mind, however, that the success has come through cooperation and not alone through "forcing" the wholesaler or retailer to stock the particular product advertised. If the idea is not sold first to the wholesaler and retailer, the consumer will not get to first base in trying to buy the advertised goods. The housewife is not going to try a half dozen grocery store to find a "Regal" brand turnip when there are other turnips in the first store she visits.

An advertising agency man belonging to the intelligent class in that fraternity recently said:

"The first essential to a consumer campaign of advertising is to stock the dealers first and start the advertising afterwards. Nine-tenths of the results that are easily attainable in any consumer campaign will not be realized directly from the advertising itself but from the friendly enthusiasm and cooperation of the wholesale and retail dealers that may be developed by proper selling effort designed to gain their cooperation. You cannot make a horse drink after you have led him to water nor can you 'force' a dealer to put in a stock of anything against his will. But he can be sold the idea for after all the difference between attempted force and hearty cooperation is a matter of salesmanship. I would not give a thin dime for the results of a million dollar ad campaign where it is handled in a way to antagonize the wholesale and retail distributors, leading them to conclude that they can be made to stock an article by force because there are a few calls from the consumers. The smart advertiser must realize that 90 per cent or more of his results must come from dealer cooperation, hence the importance of selling him first so that he will put his shoulder to the advertising wheel as though he liked it. The advertising agency that does not recognize these all important truths and still tries force and bull-doing tactics is bound to serve its clients inefficiently and is doomed to failure."

## A ROCK IN THE ROAD

(Continued from page 8)

you lack two bushels of making the 400-Bushel Club. You should be ashamed! Haven't we paid our debts? And painted the house? Don't we have a bath room and telephone like town folks? Isn't David, Jr., in college, and Jim able to go next year? And you sit here and fret about two bushels of potatoes!"

"But can't you see, Mary," lamented Groom, "I wanted to do it for Doc."

It was three years later that June brought the boys home from college. David, Jr. had graduated and Jim was wearing a big "S" on his sweater.

The whole family was out in the front yard, and Mr. and Mrs. Groom were contemplating a large, ugly-shaped rock which was placed in the center of their rock garden.

Mrs. Groom smiled and said:

(Continued on Page 26)

## BOGGS GIVES ASSN. SUPPORT

With the advent of the Nixon system of potato culture in Pennsylvania came much new interest among growers, not only in the "Big Four" program, but also in the new equipment available to assist growers, small and large alike, in developing the Nixon principles in their own acres.

Manufacturers bent their efforts to provide such equipment as could be owned by these growers, and took many steps to develop machinery suitable to the system prescribed to the growers. Perhaps the system could not have attained its present success without the hearty cooperation of these manufacturers.

Among those who have followed the Nixon program through the years and been on hand to lend assistance where needed is the Boggs Manufacturing Corporation. Today cooperation by this company is merely a matter of request. Their promise of support to the marketing program is sincere and hearty.

"Any amount of effort on our part will be gladly extended, whether it be for the benefit of the smallest grower or the largest shipper, or the Association itself," they say.

"We are whole-heartedly in accord with the Association's program and without any hesitation, hope for its continued growth and well being," they have stated.

The Boggs Corporation has promised "to endeavor at all times to lend our aid and assistance in any problem confronting the potato growers and shippers of Pennsylvania, whether it be in the development of special equipment, or in the improvement of the old—or in fact anything that may arise."

It would be impossible for an account to be made of this great Pennsylvania program without giving mention to the individuals and firms who have given the system such profound confidence, and made their support continually available. They believe in the marketing program and in the Pennsylvania spud and suggest that "the thousands of Boggs graders in use in the State and the hundreds being sold each year is, we hope, some small indication of the aid we have rendered, and that which we hope to render in the future toward the end that Pennsylvania Potato Growers will be able to establish a grade that will compete with Maine or any other favored section of the country."

# Congratulations to

## Dr. E. L. Nixon

The eminent teacher who pioneered the important Agricultural Extension Potato Production Project of this generation.

The founder of a system of profitable potato growing, proven by results of twenty years practice.

The inspiration of leading potato growers in Pennsylvania and neighboring states.

We join his numerous friends in extending best wishes and in commending his accomplishments.

## DOUGHERTY SEED GROWERS

Williamsport

Penna.



## THE GROWERS' MAIL BAG

Womelsdorf,  
Berks County, Pa.  
May 4, 1937

DEAR EDITOR:

I sincerely appreciate this opportunity to add a few simple words in the honoring of the truly great-minded Professor of this Commonwealth, the Hon. Dr. E. L. Nixon. This potato expert knows not only every living plant disease of this, the third largest potato growing State in the East, but he has grasped deeper into the main artery of this vast potato industry—that which involves dollars and cents, and is the growers' most vital problem.

The marketing set-up, which is as important to the success of a commodity as is its raising, looms up as the culmination of Nixon's efforts to build this Pennsylvania industry, and it is scarcely ill-fitting. If a man is not receiving his fair and just compensation for the long weary hours he devotes to the growing of his potato crop, we cannot expect to build a lasting foundation.

The Pennsylvania marketing program, which has been in operation for one year, has already materially boosted the market price for the farmers of this Commonwealth, and will eventually bring about the rapid extinction of the itinerant trucker, who came to the farms of this State, purchased a lot of unclassified potatoes and trucked them to some nearby market, where he probably received less than he paid the farmer. The grower had to take the risk of suffering losses with bad checks, or by waiting several months for his money.

The grower was never assured of a market, for he did not know when a trucker would come around. Whereas, under the present set-up, the farmers are the most "God Blessed" potato growers of the United States, for, within striking distance of the most thickly populated areas of our country, the grower can dispose of his crop as the long weary Winter months roll along. He can give a weekly offering to his Contact Man, allowing for a steady supply on the markets and avoiding glutted conditions. This is important to the consumer as well as the grower. For example, if you as a consumer should go to your grocer

and ask for a pound of lard, and the grocer should reply to your query with "I'm sorry, sir, we have no lard. The farmers are holding for higher prices," you would naturally choose a substitute. This same thing occurred with the marketing program this past season. When growers held their potatoes, buyers were forced to substitute with crops from foreign states. In my mind, a more even distribution in the flow of the Pennsylvania crop to market will make the Pennsylvania grower Master of the situation.

The Blue Label package, handled by the Association, packs well. If good seed is planted and the proper rotation is practised with the best tuber adapted to the locality, I sincerely believe many would be surprised to see how simple it is to grade a Blue Label. We in Lehigh and Western Berks Counties shipped several cars of potatoes which compared favorably with any that arrived from Maine, simply by taking a little precaution in grading and packing. We were taught how to do this by a Federal-State Fruit and Vegetable Inspector who has been graciously detailed to our section by our far-sighted Secretary of Agriculture, Mr. French.

The consumer's point of view has much to do with our marketing program. Suppose we bought a dozen oranges, stamped with a specific trade-mark, and then found them below our expectations. We wouldn't make additional purchases, and that is what the consuming public have been doing with Pennsylvania potatoes prior to this year. With the past season, the little necessary precaution taken in grading, has made the public insist on *more and more*. Of course, some growers have said, "I got just as much this year for my potatoes without having them grade U. S. No. 1." This might be true, but haven't they been bought "just once?" And why did these growers get so much this year? The Pennsylvania Marketing Program is your answer. Another year and the progress will be lost and the growers waiting for the itinerant trucker will be in the same old rut again.

We farmers and Contact Men should take off our hats to Dr. Nixon, Mr. Bow-

(Continued on page 26)

# Boggs

## The "Standard"

### Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.

## EUREKA LOW TANK SPRAYERS



The Eureka has the latest in Sprayer developments, designed by men with long Sprayer experience.

Equipped with or without engines for high pressures. Supplied with various styles of spray booms and with spray guns for fruit.

Endorsed by leading growers.

**EUREKA MOWER CO.**  
UTICA, N. Y.



## POTATOES UNDER IRRIGATION

(Continued from page 7)

jects. In one argument an Easterner stated that the Lord never intended that land to be farmed or he would have given it rain. To which the Westerner replied, "Then why did he make the soil so rich"?

In the Shafter California section, early potatoes in the spring of 1936 made as high as 300 sacks of 100 pounds of U. S. No. 1 tubers, and the price went as high as \$4 per sack. As soon as the potatoes were out, cotton was planted and in September was expected to make two bales and 3000 pounds of seed per acre. If there was not a limit to the amount of water available there would be no apparent limit to what could be produced.



A field of irrigated Russets in the Klamath section of Oregon in August, where 300 sacks are expected. One hill had 13 nearly first size tubers of perfect shape.

Of course, the irrigated potato grower has his troubles besides the worry over adequate water. In the older sections it has often become necessary or profitable to fertilize. While insect troubles are at first almost non-existent, they do not stay that way. One of the worries in Colorado and Nebraska is the potato phylla, a little, yellow louse-like creature, barely visible to the naked eye. But it only takes about a half dozen on a potato plant to play hob with it, and the only known remedy is to spray with lime sulfur as a repellent. Degenerative diseases transmitted through seed and those carried over in the soil also take their toll and keep the successful grower on his toes. Certified seed production is an important industry and most growers are particular about what they plant.

One thing we may learn from the Westerner is the necessity of rotation. The favored practice is to plant potatoes

on an alfalfa sod, in order to supply organic matter and nitrogen, and to get away from soil-born disease troubles. Another thing the Western grower, with his distant markets, has had to learn is how to put up a consistently acceptable



Watering potatoes in Washington. The wooden flume saves water and the 3/4-inch holes regulate the flow. Alfalfa in the background.

grade. The fact that crops are figured on a basis of sacks of No 1s rather than in total bushels is significant. Some of the Shafter California crop last year came to the Eastern Seaboard by boat via the Canal and Idaho bakers are regularly on our markets. The Westerner realizes that his local market is relatively small and would go to a lot of trouble to get in on ours whenever the price makes the long haul economically possible.

With the exception of the Pacific Coast country, where most of the crop is planted very early, the majority of the potatoes are grown at high altitudes so that the temperature is seldom high and the nights invariably cool. Frosts or early freezes are ever-present worries in many sections.

Sugar beets and alfalfa are also grown on most potato farms. The beets are contracted for by a sugar factory and the alfalfa is sold or fed to cattle or sheep. Thus, the grower has several sources of income and generally seemed prosperous. It is the dry land grain farmer of the West and the cattle and sheep men who are the real gamblers. With their large scale operations they either make plenty or bust. Since credit operations are the rule, when they bust they generally bust banks, local merchants and the whole community. Since one or two years of good crops and prices are expected to put them on Easy Street, they care little

(Continued on Page 26)

## Protect Your Potato Crop by using "Bell-Mine" Lime for Spaying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell - Mine" Pulverized Lime is packed in 180 lb. (net) steel drums with tight friction lids.



"Bell-Mine" Hydrated Lime is packed in 50 lb. special paper bags.

### Warner Company

BELLEFONTE DIVISION

Executive Offices: 1616 Walnut Street, Philadelphia

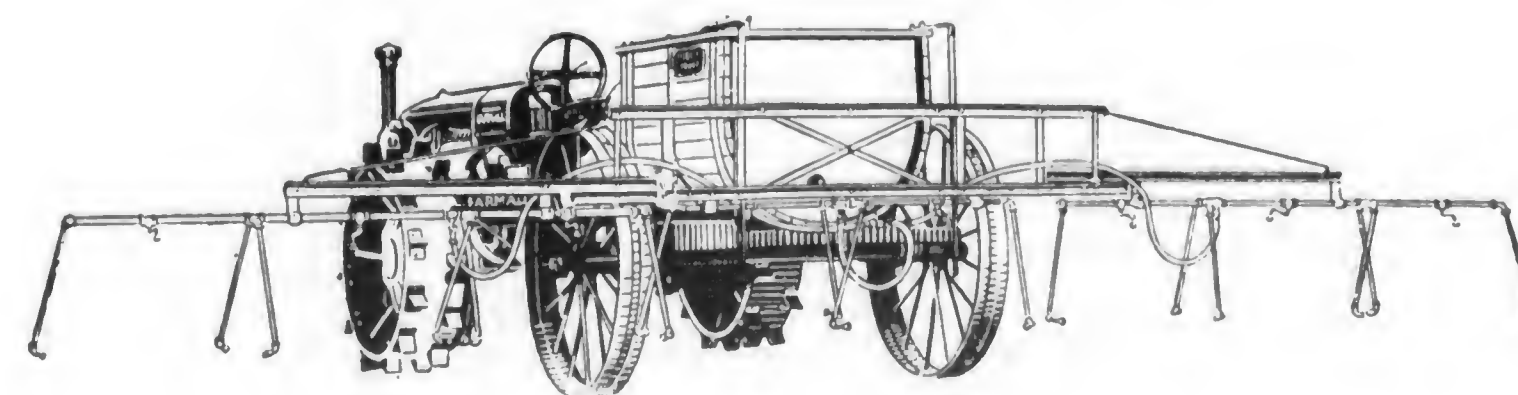
"BELL-MINE" PLANT

BELLEFONTE, PA.

## HARDIE DEPENDABLE SPRAYERS

THE profit and satisfaction any grower gets from potato and vegetable culture depend upon the kind of spraying he does. Hardie alone offers a truly specialized line of potato sprayers. These are engineered and built especially for the field job which presents many conditions and objectives radically different from work in orchard or grove. Hardie potato sprayers are available in all sizes and capacities and a wide range of models, from the small traction out-

fits to the 8 and 10 row Tractor Trailers and truck mounted outfits. Both steel and rubber-tired wheels are available and interchangeable. Roller bearings on wheels provide easy draft on any ground. Perfected booms in both sliding and folding types and non-clog nozzles make for convenience and time saving when on the job. Parts and service readily available from leading dealers everywhere. Write for catalog. The Hardie Mfg. Company, Hudson, Mich.





## A New Light

by A. C. RAMSEYER

Previous to 1927, I had been growing potatoes for a number of years and had gotten up to 150 acres. As I was seeking information on potatoes and better methods of culture, a friend told me of a man in Pennsylvania who claimed, that by following his methods, 300 bushels of potatoes could be grown on most any kind of land. I was not able to grow 300 bushels per acre so was much interested to find out these methods. Literature from State College gave me the names of such men as Jakie Wile, Ray Briggs, Louis Reitz, and Tom Dennison, all of whom had exceeded the 300 bushel mark—the 668 bushels raised by Ray Briggs seemed impossible. I wrote a letter to each of these men asking them to confirm these yields, and they did. Then I knew I was a small potato, but was determined to do better.

About this time, the GUIDE POST announced an all-Pennsylvania State Potato Tour. I was advised later that my application was the first one to come to the secretary for reservation. I joined the Tour at the home of Thomas Dennison, at Slippery Rock, Pa., and will never forget my humiliation when Mr. Dennison showed me a six acre field of potatoes back of his barn such as I had never seen before—beautiful foliage completely covering the ground from which he was expecting to harvest 600 bushels per acre.

It was here I first shook the hand of this great man Nixon and I shall always remember when he took my hand bag, threw it on top of the bus and said, "This is a man from Ohio—treat him right." I was not sure what this meant, perhaps an initiation, but I soon found I was among friends who had one thing in common, "Potato Production," and found that, to a man, they were loyal to this man Nixon, who was the center of attraction and to whom all listened, speaking to him only in questions. How I was impressed with his patience; he never tired of our repeated simple questions, and showed the same courtesy to all. I soon found this man was different from the impression I had of a Professor sitting on a swivel chair back of a polished desk expecting us to come to him for information. This man was so humble that he came among us common folk and slept on an army cot and ate from a tin pan as we all did on this trip,

when the mess truck could keep up with us and provide food and bedding.

As we journeyed day after day for a week seeing Pennsylvania's outstanding potato fields, we became more and more impressed with the principals of the "Big Four in Potato Production" as set forth by this man we had all learned to love and admire. Everywhere we saw the importance of good seed and how an abundance of humus was equally essential. Blight was raging in Lehigh County then, and I can still see Al Snyder proudly sitting on his sprayer in a beautiful field of potatoes that was the last word in foliage protection, while just across the fence a neighbor, who had not learned the value of the principal, had a field black with blight—a sight never to be forgotten. Everywhere there was evidence that to administer these simple principles of good seed, abundance of humus, foliage protection called for high mentality and a vision of "things hoped for."

The impressions of this trip were lasting and changed my conception of the farmer's hope. I returned to my work much humiliated, but with a New Light and an ambition that has grown with the years and always seems to be in the future—never to be attained.

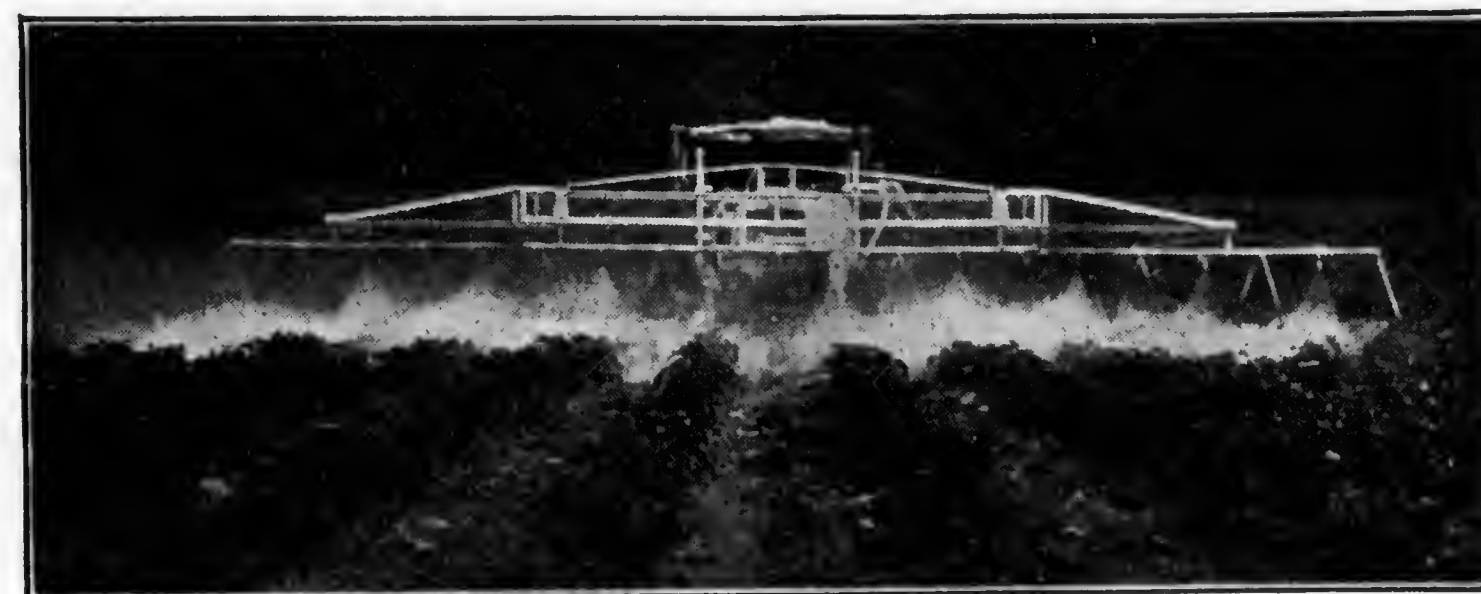
Since this tour it has been my good fortune to become intimately acquainted with this great man, and I have followed him to Michigan, Maine, Prince Edward Island, to the Dakotas, and several trips to Florida, until we have almost become inseparable.

As I reflect upon his great and useful life, I am want to think of him as our Great Lincoln. Yes, he came from humble parentage, has known the pangs of hunger, has lived among and for the common folk. Yes, this man, too, will be remembered as an emancipator, the man who helped many of us free the bonds of a farm mortgage!

This man, too, could sit with the elite upon a swivel chair back of a polished desk imparting meaningless knowledge, but we who know him best will always remember him as the man who came among us, as one of us, and in humility, taught us the essentials of a great industry. As the years go on and on those who will follow his principles, so plainly expounded and taught will build for him

(Continued on Page 26)

## FOLIAGE PROTECTION



Do you know that one Bean Sprayer similar to the one above was used in the states of Pennsylvania and Ohio and sprayed enough Bordeaux on potatoes to cover 8½ acres to the depth of one foot, or to fill a canal which could float a lake boat carrying 15,000 tons of cargo? Approximately twenty well filled railroad cars would be needed to haul the bluestone and lime used in making this Bordeaux.

Do you know that we make 28 potato sprayers in several types and sizes?

See our dealers or write for catalog.

### JOHN BEAN MFG. CO.

DIVISION FOOD MACHINERY CORPORATION

LANSING, MICH.

SAN JOSE, CALIF.



**LEST WE FORGET***(Continued from page 10)*

You will all remember Dr. Nixon's definition for an ideal root bed for potatoes. He says, "It is one having a uniform distribution of organic matter, fine soil, stones (if any), clods, and air spaces throughout the entire ploughed area." Much has been said on root bed preparation from double ploughing to no ploughing at all. We have found that, unquestionably, the best root bed is one that is loose from the plough depth up, with the clods well distributed throughout.

The wrong principle of root bed preparation is the pulverization of the upper two or three inches of soil, and packing the lower two or three inches. The origin of double ploughing was to mix thoroughly the humus with the soil so as to produce a composite root bed of a uniform consistency—clods, humus, fine dirt equally distributed throughout.

This is a good time to begin to prepare for an abundance of humus supply for next year.

One cannot appreciate the value of a properly prepared root bed for potatoes until he strives to drop the seed pieces to the proper depth—not less than three inches below the level.

Planters are not designed to plough, and if the area for planting the potatoes has been improperly prepared, no end of difficulty is encountered, and the net results are that if the field were leveled off after planting, most of the seed pieces would lie exposed to the sun. Nothing but disappointment can come to one who plants his potatoes on top of the ground!

*(To be continued)***THE GROWERS' MAIL BAG***(Continued from page 20)*

er and their able associate co-workers, all of whom have instituted this aggressive Marketing plan for the potato farmers of Pennsylvania.

I'd like to tell all my fellow members of the Association, many of whom attended the Annual Potato Meetings at Harrisburg, and saw the slides of the deceased pioneers of the potato industry, to write our Representatives and Senators, now in session at Harrisburg, to appropriate a suitable sum of money so that Dr. Nixon can further stream-line our Pennsylvania potato industry and make it larger, greater and better for all of us.

Respectively,  
BROOKE Y. FIDLER

**"LET'S GET BEHIND NIXON"***by EVAN D. LEWIS**(A Cambria County Potato Grower)*

I wonder if the potato growers of Pennsylvania appreciate the vast scope of Dr. Nixon's activities. I've had the pleasure of associating with him these last several years, and find that the more one is with him, the more one realizes what he is doing for our industry.

Just recently I've been in a storage where the Doctor had thousands of individual varieties of seedlings ranging in size from that of a pea up to eight and ten ounces. These were in all shapes and sizes, and each was an individual variety of its own, and was probably the only one of its kind in the world.

These seedlings mean more to Dr. Nixon than they would if they were diamonds, and sooner or later, he will develop a potato that will be adaptable to any climatic condition.

Dr. Nixon is a man who is practical. He can tell us how to grow potatoes, and he can grow them himself on his own farm. He is so engrossed in his work that one wouldn't be surprised to see him up in Potter County some day, planting his seedlings in his bare feet, having forgotten to put his shoes on before leaving home.

We like to think of Dr. Nixon as a second "Burbank," and feel that as long as we have a man like "Doc" with us, our industry will never die.

Let's get behind him and our Association and try to do bigger and better things every year.

**POTATOES UNDER IRRIGATION***(Continued from Page 22)*

about what happens to the land while they are getting there. Most own little land anyhow or have it on a shoe-string so have little to lose, except their shirts.

**"A ROCK IN THE ROAD"***(Continued from Page 18)*

"We owe it all to that rock. It brought Dr. Nixon to us."

**"A NEW LIGHT"***(Continued from Page 24)*

a monument more to be envied than many of the marble statues in the halls of fame.

# TAGGART

## Paper

## POTATO

## BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

Manufactured by

## TAGGART BROTHERS COMPANY, INC.

Factories and Warehouses

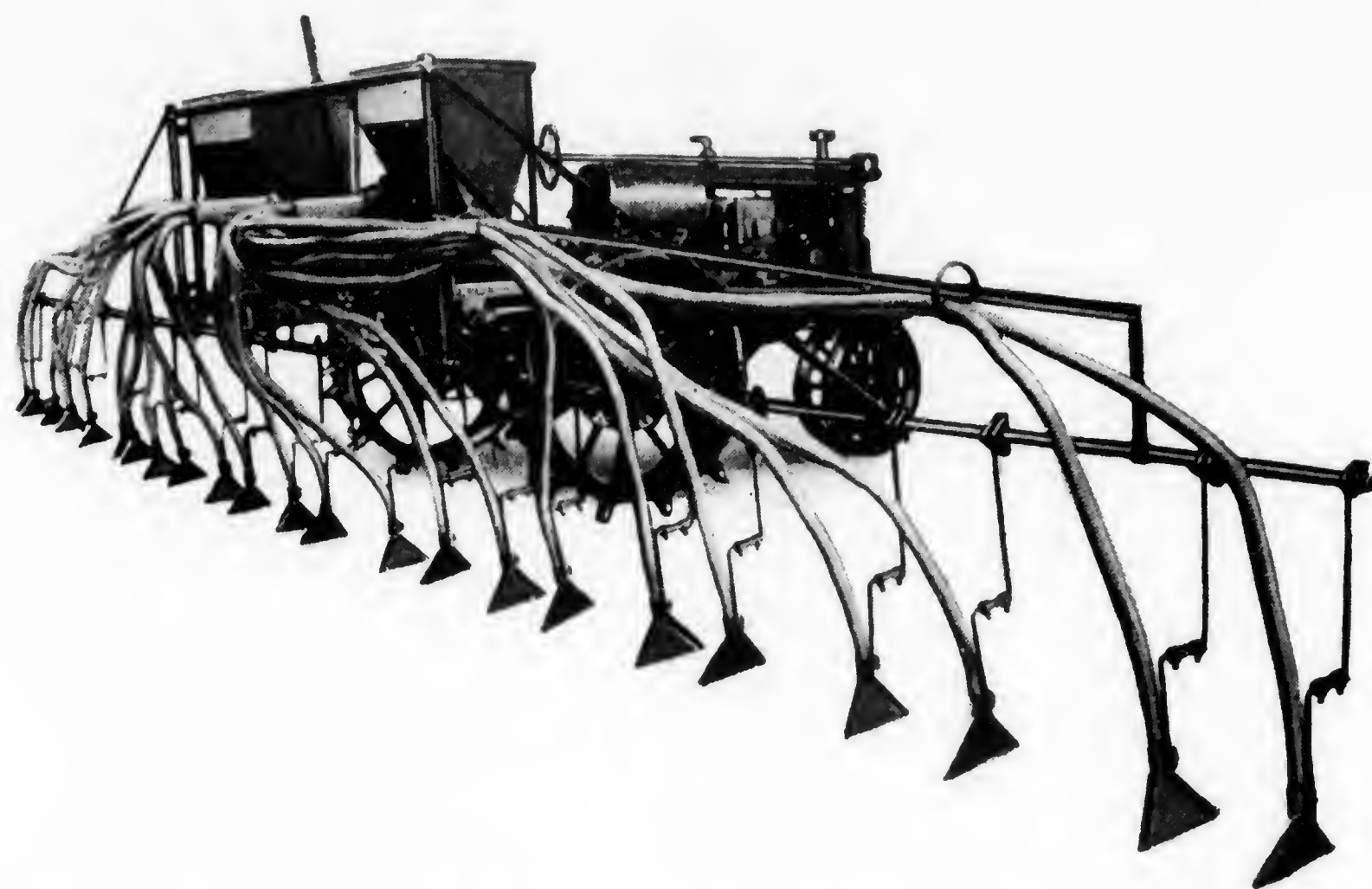
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Watertown, N. Y.

Office

230 Park Ave., New York, N. Y.



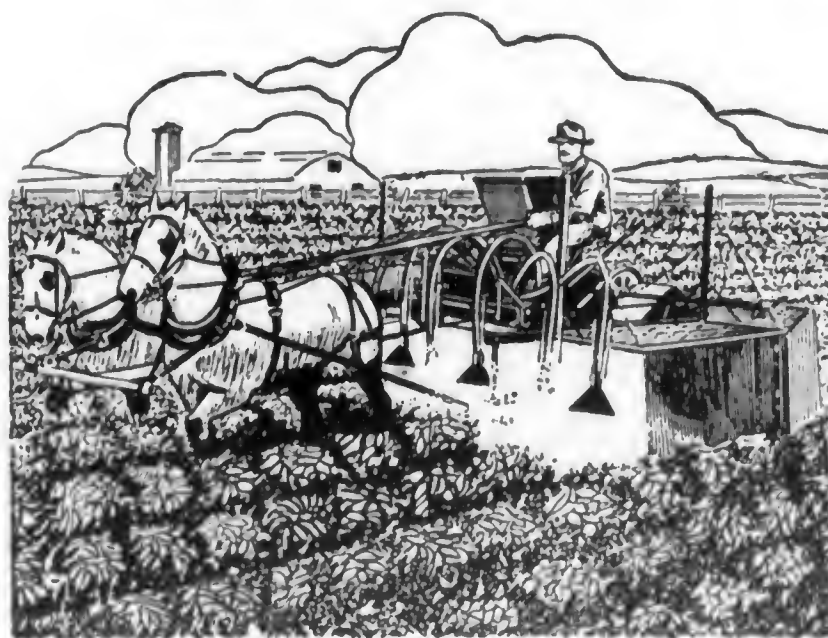


## Twelve Rows at a Time!

*Mobilize this speedy and lethal defense in your war against bugs and pests.*


THE FARQUHAR TRACTOR DUSTER ATTACHES TO YOUR TRACTOR. SIDE OR REAR POWER TAKE-OFF. 8 TO 12 ROWS—DOUBLE HOPPER.

Gives you that quick and complete coverage so important in successful crop protection . . . An air manifold provided with adjustable foils assures an equal flow at all nozzles . . . High speed aluminum fan supplies a high pressure blast of dust which reaches all parts of every plant . . . nozzles adjustable to any position . . . For smaller growers—The Farquhar 4 to 6 Row Tractor Duster or the 4 to 6 Row Traction Duster . . . We also offer a complete line of power and traction sprayers, from a small power machine to large combination outfits.



The Farquhar "Cavern" Duster  
—Delivers dust at high speed into "cavern" between side and rear curtains. Higher speed aluminum fan gives extremely effective nozzle blast. Nozzles adjustable to width of rows and height of plants. An exclusive feature is the Farquhar - Heim equalizing manifold, which splits the fan draft and delivers an equal blast to each nozzle. Balloon tired wheels minimize injury to plants and prevent side slip on hilly ground.


A. B. FARQUHAR CO., Ltd., Box 1230, York, Pa.



# THE GUIDE POTATO POST

VOLUME XIV      NUMBER 6

LIBRARY  
SCHOOL OF AGRICULTURE  
AND EXPERIMENT STATION  
THE PENNSYLVANIA STATE COLLEGE  
STATE COLLEGE, PA.



JUNE • 1937

PUBLISHED BY THE  
**PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION**  
INCORPORATED



**It PLOWS  
It PLANTS  
It CULTIVATES**



Ample clearance and five different widths for all row crops make the Cletrac the ideal power for all farm jobs. You have capacity for the heavy drawbar jobs . . . light-footedness when the ground is wet and soft . . . ability to do your work when it should be done, as it should be done. Check over a Cletrac . . . its ease of handling, simplicity of control, short turning, ease of maintenance, and rock bottom ECONOMY. A complete line of integral equipment saves time, labor, increases yield.

THE CLEVELAND TRACTOR COMPANY  
CLEVELAND, OHIO

**Cletrac**  
**Crawler Tractors**

REG. U. S. PAT. OFF.

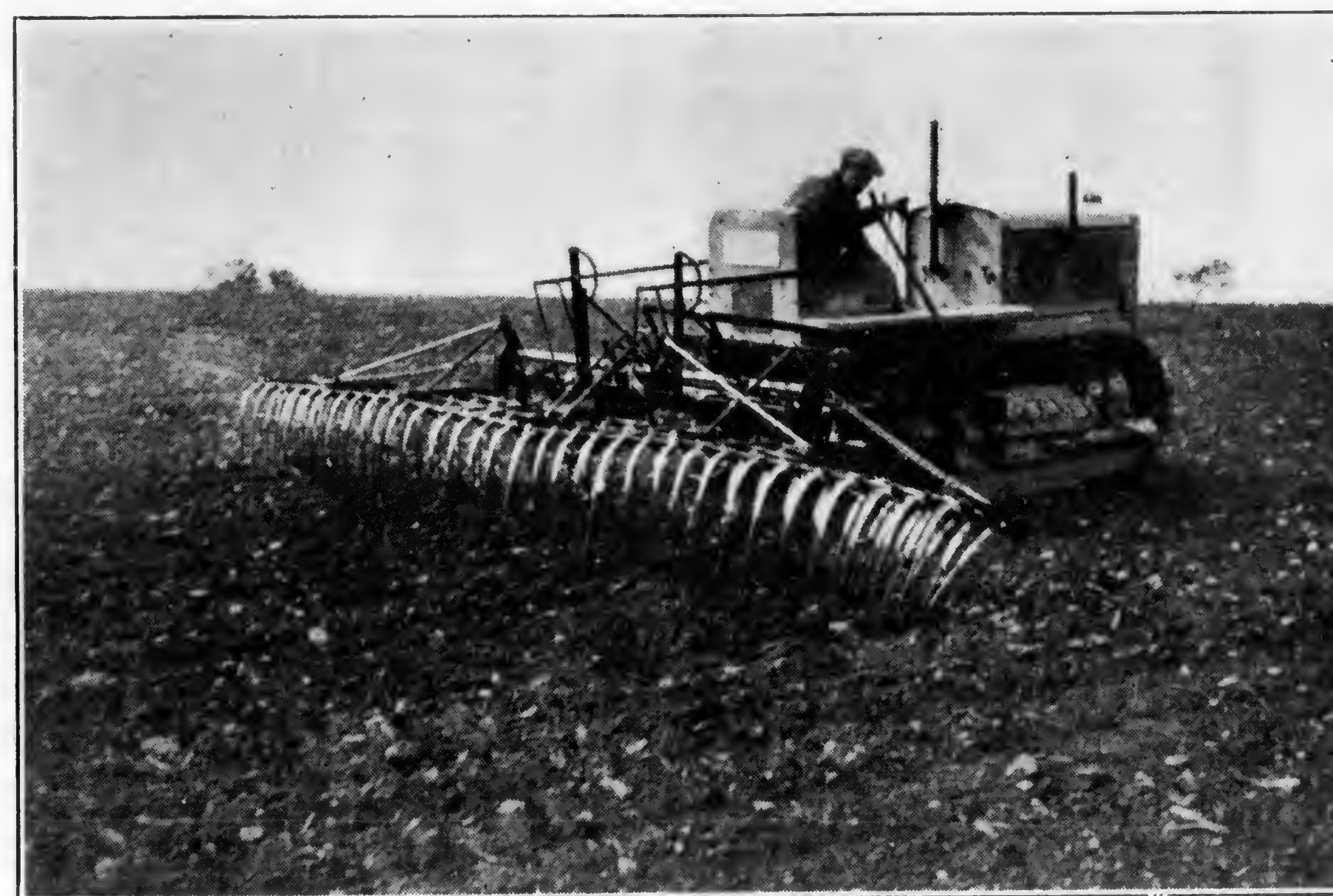
## Lest We Forget

(Continued from the May issue)

Thousands of growers many times have heard the Doctor make this statement concerning the third member of the "Big Four" of potato production, *Foliage Protection*. "Half a crop of leaves, half a crop of tubers." Foliage protection, therefore, is one of the most important members of this famous family, and all the principles involved must be carefully observed if the plant foliage is to be properly protected and a high yield assured.

to send their roots downward. On the other hand, many a grower has cultivated too deep, too late in the season, pruning the roots and suffering leaf scorch as a result, thus helping unconsciously to produce a "half crop of leaves and harvesting a half a crop of tubers."

The third principle of foliage protection which the Doctor always has stressed is *spraying*. The big three of profitable potato spraying are:—*time, manner and materials*.



The proper use of the weeder is an indispensable asset to profitable potato production. If properly used not only eliminates weeds but encourages the development of a deep root system and lays out the vines in one direction, one over the other, thus serving as a shade conserving moisture and lowering the soil temperature.

There are three principles involved in foliage protection. First, plants with deep root systems. It almost goes without saying that a plant with a shallow root system is not equipped to withstand adverse weather conditions. Many a grower has lost considerable value which he would otherwise accrue from spraying by having his potatoes planted on top of the ground.

In the second place, potatoes, if left to their own discretion, will just naturally grow a shallow root system. Good growers appreciate this, and take the proper precautions to force the plants

Timeliness is an important factor in good spraying, and in no case should spray applications be more than 14 days apart. The first series of sprays Dr. Nixon has termed the "Foundation Series," which consists of three applications.

Many times in response to the question, "When should the first sprays be applied?" he has answered by saying, "start as soon as you see the plants in the rows, and if you can't see them, have your wife come out to the field and show them to you."

The foundation series, he states, "Should be made at weekly intervals."



The nozzles in these sprays should be so adjusted as to envelope the entire plant and cover the ground five or six inches on either side of the row. This film of Bordeaux Mixture serves as an excellent repellent for flea beetles and covers parts of the plant that can never be protected as well as at any future time.

After the foundation series have been applied, the Doctor recommends an application every ten to fourteen days until hot weather comes, at which time the "Heat Series" begins. During the heat period, when the temperature hits 90 degrees in the shade, and is accompanied by hot winds, at least three applications, at not more than six-day intervals, should be made with two pounds of lime added to the standard formula. The Doctor states that, "in real hot weather, spraying should be done before 11 o'clock A. M. or after 3 o'clock P. M." and "when the sprayer is not working, use the weeder."

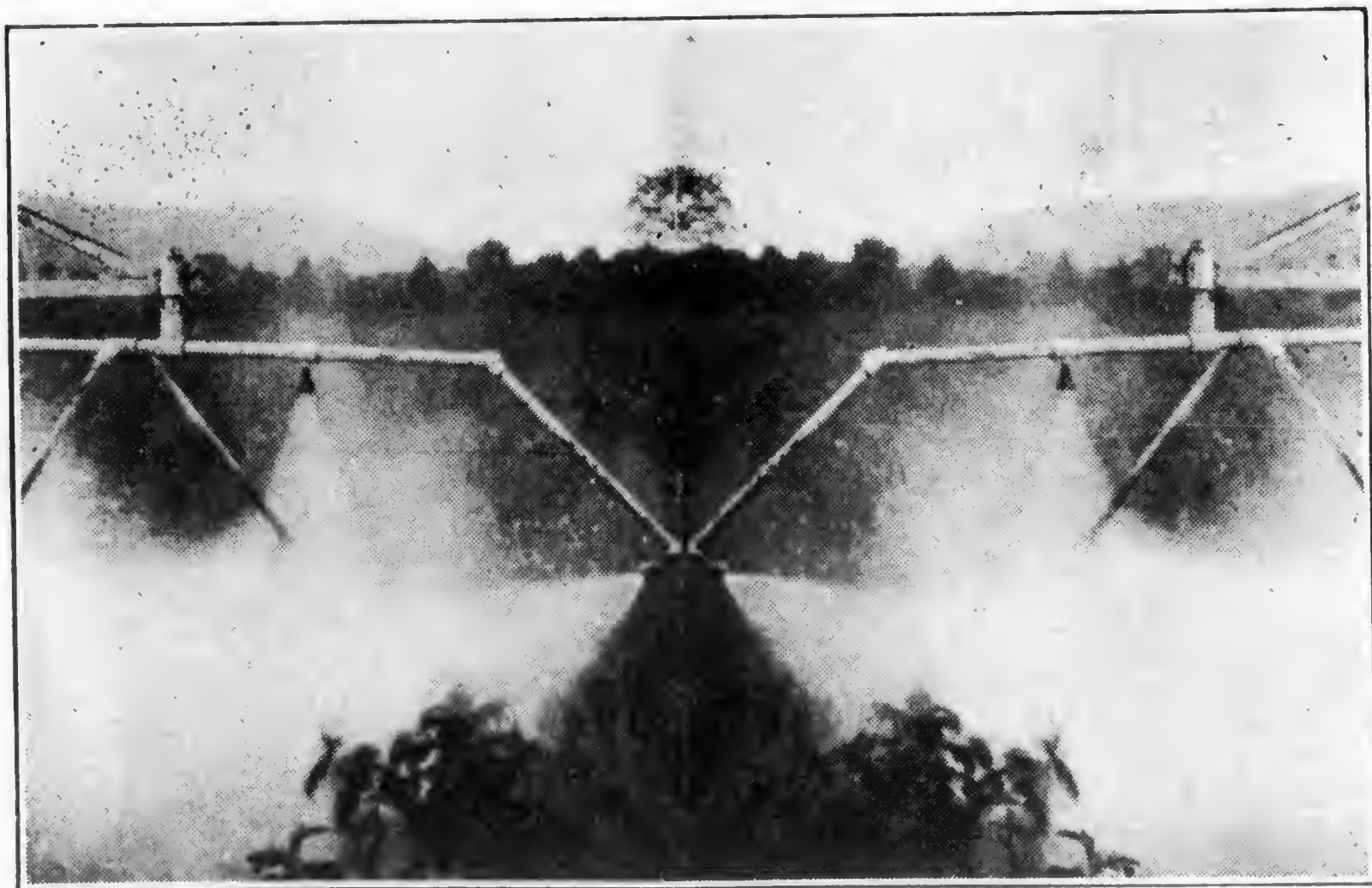
The last group of sprays he terms the "Blight Series." He says, "when the first two spray series have been properly applied, there is little danger of the crop's going down with late blight, but when weather conditions are favorable for its development, the foliage should be watched, and frequent sprayings made in order to keep it in control." When the weather

is exceptionally rainy, and an epidemic of late blight is raging, the applications must be made frequently enough to keep all new growth properly and well covered. He recommends spraying between showers or even in the rain if necessary. The success of control under such conditions will depend entirely upon the frequency of the applications.

"When in doubt, spray," says Nixon.

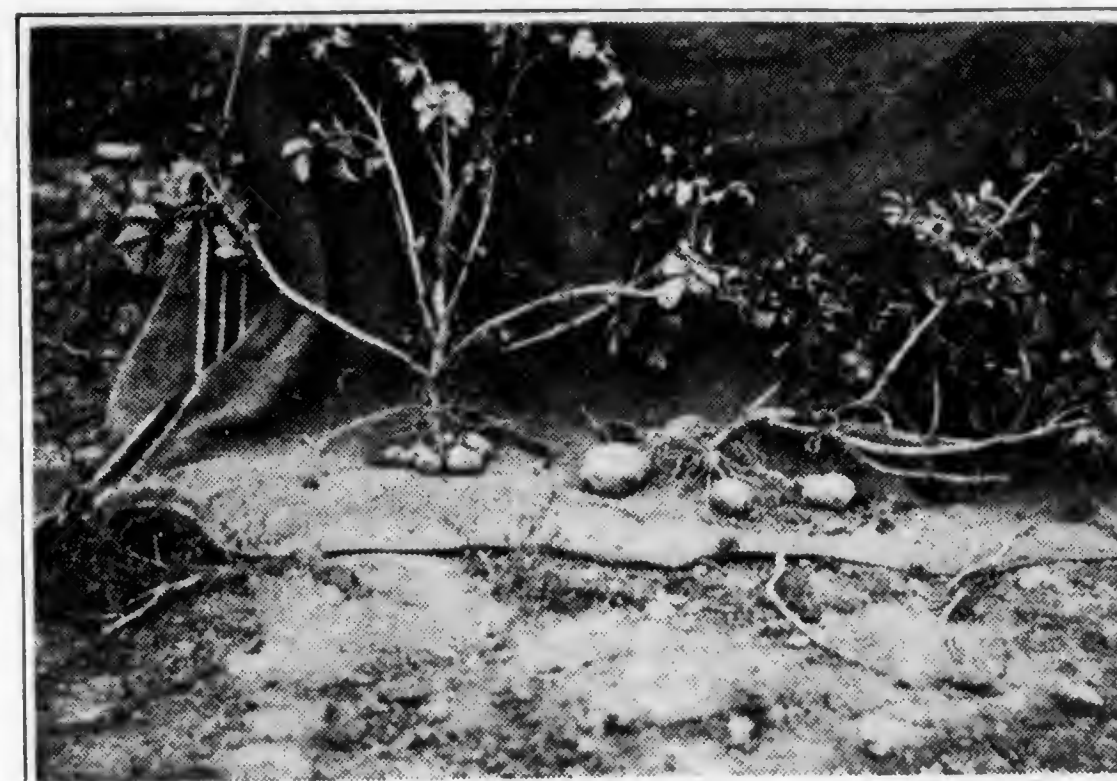
Repeatedly, in his spray lectures he has stated that "The sprinkling kind of sprayers and the drifting spray will not get results." Power sprayers are the most satisfactory. A six, eight or ten row boom, with 350 to 400 pounds pressure, at the nozzle, is the most economical. The Nixon system has made sprayers of this type standard equipment in Pennsylvania. He says that a "six-row spraying boom is more economical than a four. It should have a pump which will deliver 12 gallons a minute and at least a five-horse engine."

In reply to the question many times brought to the attention of the growers, "How should the boom be adjusted?" he teaches, "It must be so adjusted that the spray cone is directed directly at the plant (not front or back) but slightly downward so as to hit the tips of the leaves at the same angle that the branches leave the vines. The center cone



The drifting of material over the vines is not enough. The plants in the direct line of force are protected.

This boom did not reach far enough. Note how the vines have died down from blight where only the indirect force from the nozzles settled on the plants.



A hill from a properly weeded row and one from an adjacent row no weeded. Note the effect of tuber set which was the result of a temperature relationship.

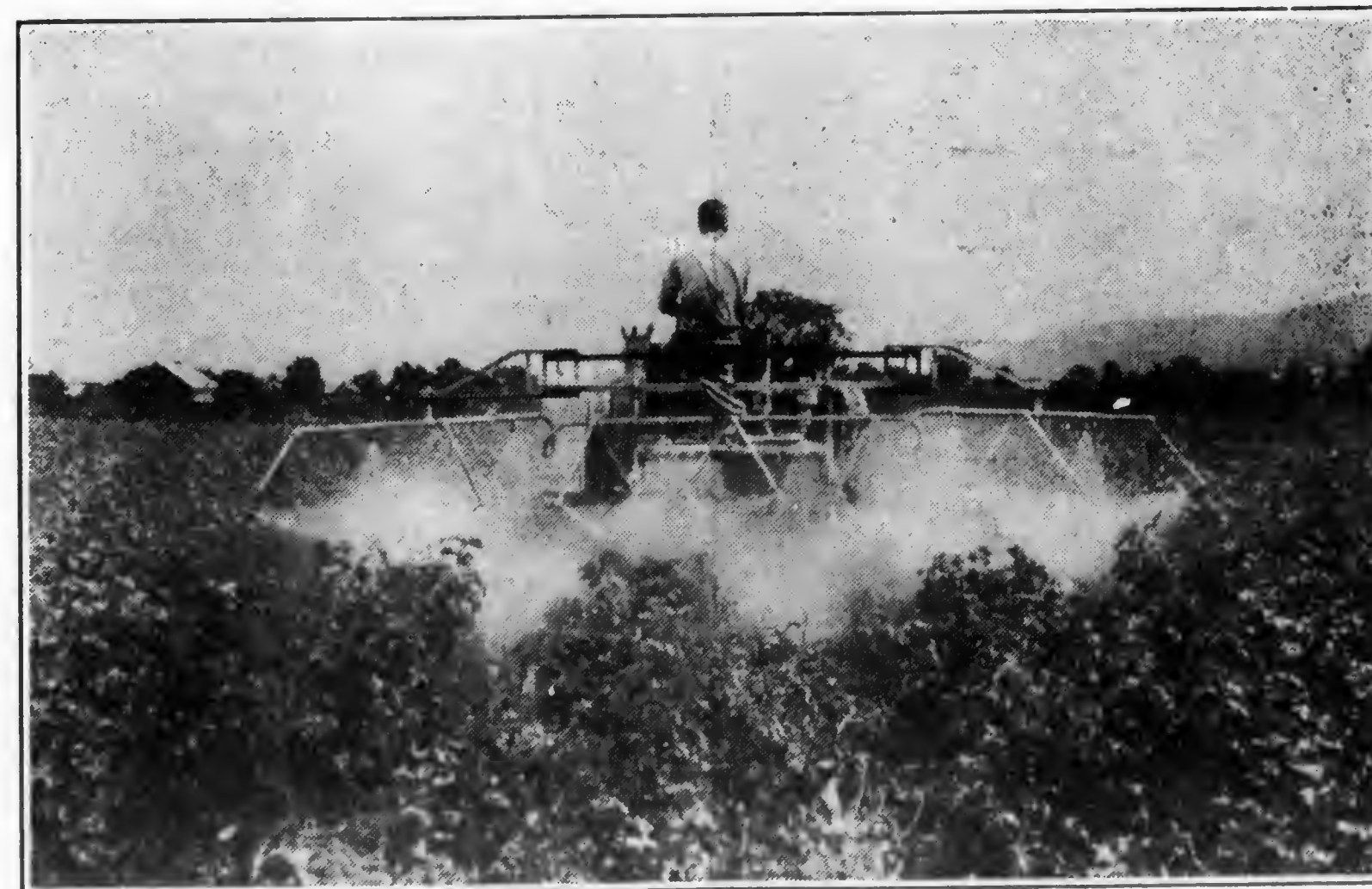
should be directly over the plant, and the side arms discharge the spray material into the center, which gives the plant the swirling motion so important in attaining proper coverage."

In regard to material and the preparation of spray solutions, the Doctor many times has stated, "Good spraying is simply an observance of the little niceties incident to the preparation of the solution and its application." In all his teachings, the compromiser, the inefficient and the indifferent have no place. In this connection, he has frequently said during lectures and spray demon-

strations that, "In climbing the ladder of achievement and success, you will find the lower rungs crowded. There is plenty of room at the top. The compromiser, the inefficient and the indifferent never reach the upper rungs."

He claims that the first essential in carrying on a good spray program is "an abundant water supply, the spray mixing plants advantageously located, or so arranged and constructed that they can be moved from field to field."

The next important requisite, he says, is "proper materials for the preparation of spray solution—Spray lime, Copper



The mechanics of spraying involves high pressure (400 pounds). Plenty of material (150 gallons per acre.) Proper nozzle adjustment.

(Continued on page 15)



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### BENEFITS

Has Pennsylvania's potato industry contributed to the success of other industries?

Imagine the number of ploughs, harrows, discs, sprayers, planters, diggers, weeders and cultivators, tractors and trucks in use by Pennsylvania's potato growers. Imagine the immense quantities of foundation seed, fertilizer, spray materials, insecticides and packages required to produce and market the crop.

Think of the number of steel wheels required to build this machinery.

Have the wheel manufacturers benefitted?

Think of the lumber and pipe required in building sprayers.

Have the pipe and lumber people benefitted?

Think of the number of sprayers in operation in Pennsylvania.

Have the sprayer manufacturers benefitted?

Think of the number of planters re-

quired to plant Pennsylvania's potato crop.

Have the planter manufacturers benefitted?

It requires more diggers to dig the crop than planters to plant it. Think of it!

Have the digger manufacturers benefitted?

Guess the number of weeders and cultivators required to care for the growing crop!

Have the weeder and cultivator manufacturers benefitted?

Many ploughs, discs, jostlers and harrows are required.

Have the manufacturers of these implements benefitted?

Much general farm machinery is required.

Have the manufacturers of general farm machinery benefitted?

Motor power on the potato farm is indispensable.

Have the tractor manufacturers benefitted?

Potatoes must be sized and bagged or packaged.

Have the manufacturers of sizers and baggers benefitted?

The principal material used in building all types of farm machinery is steel.

Has the steel industry benefitted?

Many acres of potatoes in Pennsylvania are being sprayed.

Have the lime manufacturers benefitted?

The industry requires large quantities of certain by-products.

Have the producers of copper sulphate benefitted?

During the growing season a battle against all manner of destructive insects is constantly waged.

Have the insecticide manufacturers benefitted?

Pennsylvania's 200,000 potato acres must be planted with good seed.

Have the foundation seed producing areas benefitted?

The same 200,000 acres must be fertilized.

Have the fertilizer manufacturers benefitted?

Pennsylvania's 26,000,000 bushel crop must be packaged.

Have the bag and container manufacturers benefitted?

The equipment, seed, fertilizer, spray materials, insecticides, sizers and repairs must be transported to the rural communities of the state. And, finally the crop must be marketed.

Have the railroads, the truck manufacturers and trucking companies benefitted?

Has the industry meant *anything* to *anyone*?

### SUMMER FIELD MEETING PLANNED FOR GROWERS

A Summer Field Meeting, sponsored by the Pennsylvania Cooperative Potato Growers' Association, will be held on the grounds of the Hershey Estates, Hershey, Pennsylvania, on Wednesday and Thursday, July 28th and 29th, 1937. This announcement is in accordance with a resolution adopted by the Board of Directors at a meeting on November 6, 1936.

President Walter S. Bishop and General Manager E. B. Bower have conferred with the officials of the Hershey Estates and have their assurance that everything in their power will be done to make this occasion a Red Letter Day for Pennsylvania potato growers.

The meeting will start promptly at 1:00 P.M. on Wednesday, July 28th, and continue until noon of Thursday, July 29th.

There are forty acres available for field machinery demonstrations, including fitting, planting, spraying, harvesting and marketing.

Also there will be available facilities for the adequate showing and demonstrating of the latest and best in potato equipment and farm machinery.

Special test and demonstration plots have already been planted for this meeting, including over 4,000 new varieties of potatoes on one acre. No two of these are alike, and they will be well worth seeing.

The meeting headquarters will be in the new ice palace, the largest and most up-to-date of its kind in America. Words cannot portray the impression this building will make on you. It, too, is well worth seeing.

Here at the ice palace continuous moving pictures of farm operations and entertainment will be given from 1:00 to 5:00 P.M., again in the evening, and all forenoon the next day. Here are comfortable seats and cool atmosphere.

The Hershey Amusement Park will be

open to all, offering boating, bathing, band concerts and refreshments of all kinds. This, and the Hershey Zoo, will furnish recreation for the kiddies, the young and the old.

If you have never been in Hershey, here is your opportunity to see it at its best, and it will undoubtedly require two half days and an evening to enjoy the full benefits that will be at your disposal at this wonderful spot.

Here are both the Hershey Industrial School, the largest in America, and the Hershey Hotel, one of the finest in the Western Hemisphere.

There are Hershey chocolate bars—good for what ails you; Hershey hospitality—unexcelled anywhere.

*Set aside these dates!* Plan on bringing the entire family, and spend this day and evening with your fellow potato growers and their families.

There is room for all without crowding.

The dates are Wednesday and Thursday, July 28th and 29th, 1937!

### EDITORIAL

With planting mostly done for this season, growers should be turning their thoughts toward the rest of the potato program which follows, putting particular emphasis on cultivation and spraying, and the conscientious use of the weeder.

Dr. Nixon has given us a system of potato culture which works, and any guilty of falling down on detail should renew their efforts to follow him more carefully to avoid a disappointing harvest. Those in the past who have deviated from the "Big Four" program have paid heavily—so let's do as well as we know; Let's make good Bordeaux, and give it the *proper application*; let's practice the "Big Four" for a big crop!

During the last twenty years Dr. Nixon has taught us the principles—now we must carry them out. It doesn't matter how well we have been taught, if we don't put the program into practice.

In my experience, when I've followed the "Big Four" program conscientiously, I have always been well paid at digging and marketing time.

For many years, the teachings have placed emphasis on production, and none on marketing. Today, the program has taken a well-rounded form, with the marketing included. The Association



marketing program appears as the apex to the Nixon system. Formerly, Pennsylvania potatoes well grown and well packed, were half-sold; today they are sold.

It was the cooperative thinking, effort and action which brought our Association to marketing attempts. If we, to further think and work together, draw still closer, our program will show unequalled success over cooperatives everywhere.

With the marketing season several months distant, we should give the selling program thought and attention now; we should band our county groups together and plan our marketing setups; we must link our production and marketing programs to make of it an unparalleled industry, and it should be easy. It is up to us!

WALTER S. BISHOP, *President*

#### TO EXHIBITORS

All manufacturers desiring to exhibit and demonstrate potato machinery and general farm equipment during the two-day field meeting of the Pennsylvania Potato Growers' Association to be held at the Hershey Estates, Hershey, Pennsylvania, July 28th and 29th, 1937, should immediately communicate with Mr. E. B. Bower, Secretary, for full particulars regarding reservations for exhibition space.

#### PENNSYLVANIA'S POTATO PROGRAM FROM 1918 TO 1936

From 314 sprayed acres to 50% of total crop sprayed.

From average of 80 bushels per acre to 139 bushels per acre.

From fifth in production in 1918 to third in 1935, to second in 1928. Third in production in 1936 and second in value.

From twelve sprayers to over 13,000 approved types.

From growing 28,160,000 bushels on 320,000 acres in 1910 to 32,000,000 bushels on 246,000 acres in 1928, and 26,000,000 bushels on 199,000 acres in 1936.

From 196,250 gallons of Bordeaux Mixture in 1918 to 20 millions in 1923, to 125 millions in 1928, to 133 millions in 1933 and 147 millions in 1935.

From half a car of spray lime in 1918 to 392 cars in 1935.

From half a car of bluestone in 1918 to 326 cars in 1935.

From as low as an 11 million dollar crop to as high as a 44 million dollar crop. Worth 30 millions in 1936.

#### DO YOU REALIZE—

That practically all of the 13,000 approved sprayers in operation in Pennsylvania are equipped with the Nixon boom? and,

That 2,912,000 feet of  $\frac{3}{4}$ " pipe or 551 miles and,

That 2,652,000 feet of  $\frac{1}{2}$ " pipe or 502 miles and,

That 36,000 feet of  $\frac{1}{4}$ " pipe or 7 miles were required to build these booms?

That by connecting the  $\frac{3}{4}$ " and the  $\frac{1}{2}$ " pipe water could be conveyed from Centre county to the city of St. Louis, Missouri, and,

That by using the seven miles of  $\frac{1}{4}$ " pipe, cut into three foot lengths, approximately 12 drinking fountains to the mile could be provided? and,

That "Believe it or not" is some pipe!

#### WHO CARES

If Pennsylvania's 1936 crop of potatoes were all packed in association Blue Label peck sacks and placed end to end they would encircle the world and leave 1414 miles for the second lap.

If a man should start on January 1st at Philadelphia to lay these sacks end to end and if he laid them as fast as they can be packed—by Lincoln's Birthday he would be in Chicago; by Washington's Birthday he might be in Omaha; by Easter he should be close enough to San Francisco to straighten up, rest his back, and look out through the Golden Gate, yet he would find his task not yet one-sixth completed.

Pennsylvania certainly does grow some spuds.

There's a Garden Gate to every Dwelling of Life. Literally, you may look for it in vain—but still it is there. It may be a threshold—or a barrier! It may be inviting—or repelling! It may exist to keep things out—or bid them enter! It may be to insure isolation—or court companionship! Whether it be fashioned in the wrought iron of wealth or hewn from the rustic timbers of poverty matters little! Whether it open noiselessly, or creak and sag on its hinges! The measure of the charm of the Garden Gate of Life is whether it BECKONS—or forbids!

—T. W. M.

"One of the sublimest things in the world is plain truth."—BOWLER

## A Biography

(Continued from the May issue)

In those days, as in these, it took money to go to college. Fortunately for Nixon, not as much. He worked for a neighbor on a farm for \$13.00 a month, and it was with the savings of four months that he started to Ohio Northern University, at Ada, Ohio, with \$50.00 in his pocket. He spent nine ten-week terms at this institution, between jobs of various kinds, including farm and brick yard work and railroading.

Here at school, Dr. Nixon's spark was further fanned into a flame with such teachers as Fess, who later became United States Senator, and F. B. Willis, later Governor of Ohio and a United States Senator.

Board, tuition and room rent at this institution, at that time, cost \$29.00 for a term of ten weeks. Nixon completed his preparatory work here, taught school, and entered Ohio University in 1908.

It was 1912, then, when young Nixon received his degree at Ohio University, and for two years afterwards, he was connected with the Ohio Agricultural Experiment Station, at Wooster, Ohio.

In 1915, he procured his Master's degree from Ohio University, and entered Columbia University, where he received his Doctorate, in recognition of his display of scientific genius, and was elected to Sigma Xi, the honorary scientific society. He is also a Fellow in the American Association for the Advancement of Science.

His education attained, Nixon reasoned, "How could the knowledge best be

applied to produce the greatest good and to secure a maximum of farm relief?" He might have chosen the field of corn, cotton or fruit, but instead, he devoted all his energies upon the lowly spud.

The Nixon system of potato culture and his unique method of teaching has done more, perhaps, than any other one thing to give American farmers confidence in "college professor" agriculture. A practical farmer himself, as well as a clear thinking scientist, he is believed, by his legion of friends, to be the first in America to adapt scientific facts to farm conditions in such a complete man-



Two tulip trees planted by Dr. E. L. Nixon forty years ago in the yard of the old farm home, Vinton County, Ohio.

ner that the most humble farm in the country is in a position to receive the benefits.

By accident, or otherwise, but to the everlasting appreciation of many a potato grower in Pennsylvania, Dr. Nixon was employed as Extension Pathologist at The Pennsylvania State College in 1917, where he has remained ever since.

Once in Pennsylvania, he immediately saw where the State's 80-bushel average acre yield of potatoes presented an excellent opportunity, as a fertile field of effort.

Without hesitation, Dr. Nixon plunged into his task, and it was before his convincing preachment that ancient prejudices were scattered to the four winds and traditional potato growing methods developed into the modern methods of profitable potato production.

During the period 1918 to 1928, he traveled the length and breadth of this



Tulip tree planted by Dr. E. L. Nixon forty years ago in the yard of the old farm home, Vinton County, Ohio.



Keystone State, and into a dozen other states of the American potato growing belt, spreading the gospel of "potato mentality," the real secret of his vision and convictions, and consequently, his success.

It was during this same period, through his teachings, he increased the average yield from 80 bushels per acre in 1918 to 130 bushels per acre in 1928. From a rank of fifth in potato production in 1918, the Nixon system placed Pennsylvania second in 1928, with 240,000 acres yielding 32,000,000 bushels of potatoes.

In 1918, spraying was practically unknown, and was generally believed to be unprofitable. The system of spraying taught by Dr. Nixon increased the number of sprayers from 10 in 1918 to 12,000 in 1937.

Early in 1918, he stressed the necessity of Good Seed, and through his efforts, the first carload of foundation seed was shipped into this State from Michigan, with the result that up to 1928, as many as 500 carloads per year were shipped into the State, all of which was grown and approved under the Nixon system. Through these far-reaching results, he



Dr. E. L. Nixon as a Cadet at School

became generally recognized as the "Father of Certified Seed in Michigan."

When his spray program was inaugurated in 1918, less than one per cent. of all potatoes grown in Pennsylvania were sprayed according to the approved system, which by 1928, had increased to thirty-five per cent. being sprayed according to the Nixon standards.

Planters, weeders and diggers were practically unknown in 1918, but by 1928 they could be found on thousands of the farms where potatoes were grown to any extent. Through his efforts and teachings, thousands of additional trucks, tractors and home conveniences were made available to the potato growers of the State, all of which contributed to the improvement of rural economic conditions.

He assisted the growers of the State to attain hereto unknown yield records, and by 1928, one-third of the total State potato acreage produced two-thirds of the entire State crop. The Nixon followers increased the average production of their potatoes to 254 bushels per acre.

In this ten-year period, Dr. Nixon spoke at 2,452 meetings in Pennsylvania and ten other states, personally reaching three-quarters of a million farmers from Maine to Iowa and Wisconsin. In demonstrations at these meetings, where the average attendance was 300 farmers, Dr. Nixon himself prepared more than a million gallons of Bordeaux Mixture. The Nixon system of spraying gradually increased during this period as is indicated by the fact that only 196,000 gallons of Bordeaux Mixture were applied in 1918, and 125,000,000 gallons in 1928.

The average increase from approved spraying, as taught by him, is recorded as 78.7 bushels per acre; and his constant urging of the use of disease free seed was responsible for increasing yields by 60.1 bushels per acre.

His teachings have brought innumerable benefits to American agriculture. But there are several that are outstanding in importance, each so different and far-reaching in its effect that all must receive universal recognition when consideration is given the great events which will stand as milestones in agricultural achievement.

Possibly one of the most outstanding was Nixon's happy thought to organize the "Keystone 400-Bushel Potato Club." The only qualification for membership was the ability to grow 400 or more bushels of potatoes to a measured acre.

(Continued on page 22)

## Obvious Progress of the Marketing Program

by KYLE M. ALEXANDER

Many times our welfare is vastly enhanced by the intense effort of some group of individuals who have banded themselves together in an organized body, without the remainder of the people, whose interests are directly influenced, being aware of this favorable movement.

The above mentioned circumstance was so glaringly exemplified during the last year that I feel the accomplishments should come to your attention.

First, let me say that we must have a guiding mind or a combination of clear, thought-out plans before a systematic, beneficial movement can be inaugurated.

Second, that thought must be sold to the group we are depending on to back the movement.

Third, a dynamic force must be supported by an irresistible desire to accomplish the objective set forth to be accomplished.

And fourth, the participants must use the correct tactful measures at the strategic time and place to obtain successful results.

For many years we have had organized movements in Pennsylvania for the advancement of Agricultural interests. Yet, with all our organized effort heretofore, many vital obstacles retarded our agricultural welfare.

Seemingly at all times a certain group within our ranks intentionally, or thoughtlessly retarded efforts to stride forward with the speed that the Agricultural interests in Pennsylvania merited.

We all strive to raise more bushels per acre, milk per cow, more eggs per hen, feed more steers per farm, but something was lacking. We still were confronted with the *problem*, namely, that we received less for our finished product than was paid for the same product shipped in from outside sources.

We have the second largest consuming market in this country which is supplied at a higher price than we could command even in our local rural communities.

Why? First, we were so close to the forest that we could not see the trees. We refused to *grade our products*.

Our poultrymen saw the hand writing on the wall.

California was shipping eggs 4,000 miles and receiving 4 to 10 cents per dozen more than Pennsylvania farmers could command.

The egg producers united and secured the cooperation of the Pennsylvania Department of Agriculture. They graded their eggs according to standard grades. They established auctions and collectively graded and sold from a central source, quantities of eggs graded by experts. In so doing, the large buyer had access to a superior product at home that was dependable. He may place an order for one or a hundred cases with the assurance that his trade will be supplied with a uniform size and quality of eggs.

Immediately Pennsylvania auction eggs topped the Philadelphia and New York markets by a very substantial margin. The chain stores immediately took advantage of this opportunity.

In 1936 the Pennsylvania Cooperative Potato Growers Association determined that, what was sauce for the poultrymen was sauce for them.

They determined to salvage as much of our market as possible, so they conferred with food distributor officials and secured their promise to purchase Pennsylvania potatoes that were well graded at a comparative price, being paid for, out of state stock. However, distributors demanded that some central agency must be established with which they could place their orders and upon whom they could rely that they might secure a uniform product and a constant supply.

Consequently, the Pennsylvania Cooperative Potato Growers' Association through Hon. J. Hansell French, Secretary of Agriculture, secured the cooperation of the market specialist from the Bureau of Markets. Many of you are well aware of the results.

An educational program was established. Three hundred inspectors were trained by Don James, which made it possible to market upwards to a half million bushels of Pennsylvania potatoes, with less than  $\frac{3}{4}$  of 1% of rejection, a superb record for their first year in this great marketing endeavor. Definitely proving that cooperative selling through a central sales office combined with strict adherence to standard grades will successfully work in marketing potatoes.

(Continued on page 20)



## POTATO CHIPS

Ever feel that the last thing you wished to do was to sit down to write? The spring weather or just my natural inertia (sometimes called laziness) makes the job seem tough. But time waits for no man and the GUIDE POST must go to press so here 'tis. Hope it will be easier to read than to write.

\* \* \*

Seems as if the title of this column is appropriate for a Pennsylvania potato publication since Keystone spuds are greatly in demand for chipping purposes. Haven't heard the scientific reason why our tubers chip better. However, many carloads were shipped during the past season as far west as Chicago and as far north as Boston, so they must have what it takes.

\* \* \*

Recently saw a gentleman trying unsuccessfully to donate a 400 acre farm to be used for worthy educational purposes. The reasons for refusal to accept were tied up with red tape. Sometimes it appears that we are so handicapped with superfluous laws, rules, regulations, precedents and formalities that common, ordinary horse-sense and good judgment are forgotten.

\* \* \*

High quality usually sets the price, while low quality breaks the market. How often have Pennsylvania spuds weakened the price level when they should sustain it?

\* \* \*

Why do business men join the Chamber of Commerce and manufacturers form trade associations? Why do workers organize into labor unions and farmers cooperate in marketing organizations? The answer is evident. People with a common purpose can accomplish far more collectively than individually.

\* \* \*

Indications point to cooperative marketing activity from several counties the coming season, which did little if any cooperative shipping the past year. And watch out for smoke from Lehigh. They tell me that Frantz, Ringer, Wotring, Sell and some more of those fellows have really made up their minds—and when they do that they really go to town, and I don't mean perhaps!

\* \* \*

State Department officials are busy enforcing the provisions of the misbranding law as it applies to fruits and vegetables. Recently a large potato buyer of

the state was fined \$50 and costs by a Philadelphia magistrate on charges of misbranding potatoes entered against him by the Pennsylvania Bureau of Foods and Chemistry. For years, too many cull potatoes have been sold as U. S. No. 1's. Both state and federal agents are seeking to outlaw this practice.

\* \* \*

Pennsylvania agriculture justly boasts of her high quality apples, tobacco, livestock, poultry and canning crops. Sometimes we have been more notorious than famous for our potato quality. A fault admitted is half corrected.

\* \* \*

Authentic reports indicate that the Lancaster Stock Yards are showing premium prices received for Pennsylvania-fattened steers. Pennsylvania co-operative egg auctions have topped the eastern egg markets. Pennsylvania Blue Labeled potatoes have established themselves as a high quality pack worth as much as any other. The same may be said of other graded Pennsylvania farm products. Proving that market gluts and low prices are not caused by high quality but by inferior goods. Fortunately our potato industry is waking from its Rip Van Winkle sleep, is rubbing its eyes and is taking Pennsylvania out of the glutted market to place it in the quality market.

\* \* \*

I read by the papers that Secretary French practices an open door policy in the Department of Agriculture. Pennsylvania potato growers already know and appreciate the warm welcome the Secretary has for his visitors and the attentive ear he gives to their problems.

\* \* \*

Albert Trexler of Berks County is running an interesting variety demonstration of his own. Among the assortment may be found a few plants of the "Black Congo," only a few pounds of which are planted in the country. "Al" had only one plant of this variety last year, grown from a tuber sent him from the French Congo. The spud is small and black as your hat but *very productive*. 72 tubers grew on Al's one plant last year. Doctor Nixon might get a little of that productiveness crossed into the Pennsylvania variety of the future.

\* \* \*

Commissioner Washburn of Maine reported at the meeting of the Secretaries  
(Continued on page 15)

## Seed Potato Certification in Pennsylvania

by K. W. LAUER

Pennsylvania Department of Agriculture

Our Pennsylvania certified seed potato growers are bringing to a close a very successful year in seed production. The crop this year graded out very well although there were a few instances where weather conditions were unfavorable for the production of uniformly smooth tubers. Where the crop was rough and the tubers oversized there were more rejects.

The crop moved out earlier than usual this year and at prices that netted \$1.80 to \$2.00 per bushel on the farm. These prices compare with \$1.50 as the top unit price received for the 1935 crop. The demand for Pennsylvania-grown seed has been increasing constantly, especially during the past several years. This spring approximately 4,000 bushels of Pennsylvania-grown certified seed potatoes will be planted on State-owned institutions, including the Pennsylvania State College farm.

Potato growers in the Southern States are also finding Pennsylvania-grown certified seed potatoes highly satisfactory. Last fall several carloads of Bliss Triumph seed were shipped to Florida. Reports received on this seed were highly complimentary. Several growers reported estimated yields of 300 bushels per acre. This was the first Pennsylvania-grown Bliss Triumph seed shipped to the South for planting purposes, so far as we know. Our growers hope to develop an outlet for a considerable volume of Pennsylvania-grown seed to the Southern planters.

As a result of the several carloads of seed shipped South last fall orders are already on hand for close to 35 carloads of the 1937 crop for delivery this coming fall. In 1936 there were only 37.5 acres of Bliss Triumph entered for certification. This year the acreage will probably be close to 250. This seed will all be grown in Potter County, a seed-growing area which is rapidly taking its place among the seed producing sections of the country.

Applications for inspection and certification are now being received. Growers interested in having their seed certified should contact the Bureau of Plant Industry, Harrisburg, Pennsylvania. Applications for the inspection and certification of wheat, oats and barley are also being accepted. The grain inspec-

tion work is being carried on in conjunction with the potato inspection work since many potato growers include grain in their potato rotation.

Production of Pennsylvania certified seed potatoes in 1937 will, of course, depend on many factors; an increase in the acreage devoted to seed production is anticipated, however. Last year there were 923 acres entered for certification, of which 740 were finally certified. The acreage entered and certified last year was the highest on record while production was the second highest. With an anticipated increase in the acreage entered this year and a normal growing season, our crop of certified seed potatoes should be close to 300,000 bushels. A considerable volume of this increase, however, will be absorbed by shipments to Florida growers.

### GROWERS' MAIL BAG

Butler, Penna.

The GUIDE POST  
Pa. Co-op Potato Growers' Assn., Inc.  
Bellefonte, Pennsylvania

Dear Editor:

Dr. Nixon has meant a great deal to me personally, and to every other grower in the county, through his kindly and sound advice and his vigorous way of presenting his information. He always knew his subject and knew how to get it across to his listeners.

I feel that Dr. Nixon has put Butler County "on the map" in the matter of potato growing, and I am only too happy to be able to express our appreciation by these few words.

Very truly yours,

C. A. WACHSMUTH,  
President

Butler County Potato  
Growers' Association

"Good resolutions are a pleasant crop to sow.—The seed springs up so readily and the blossoms open so soon with such a brave show, especially at first. But when the time of flowers has passed, what as to the fruit?"—L. Malet

"While you live, tell truth and shame the devil."—Shakespeare



## Important Facts Relative to Spraying

by H. C. STOCKDALE

*John Bean Manufacturing Company*

To assist the grower in deciding on proper boom adjustment for potato spraying, the proper pressure required, the rate at which spray materials travel under different pressures, size of spray particles and the distance from the nozzle at which spray is most effective is the object of this discussion.

Of course, the first essential is a normal nozzle. The term normal in this case means "a nozzle with the inside parts so proportioned and constructed as to give the highest efficiency in the way of breaking spray particles, discharging maximum amount per minute, and creating greater total drive through a given sized opening in the disc at a stated pressure."

At 400 pounds pressure, spray material is discharged from the normal nozzle at a speed of 133 miles per hour. These particles of spray will measure approximately 1/100 of an inch in diameter. The most effective distance from this nozzle is 18 to 20 inches.

Good spraying is simply waging war upon fungus diseases and insects. Therefore, we can compare the three nozzles, as we spray a row of potatoes, with an army attacking the enemy. We will assume this enemy is concealed along a row of trees, as fungus diseases and insects are hidden in a row of potato plants. Let us suppose the army makes an attack by using three airplanes in the following combat formation: one above the trees so that the firing range is just right and one on each side also maintaining the proper range. The same thing occurs in proper potato spraying with the nozzles of the boom set at the proper range of 18 and 20 inches.

Some of the gunners on the airplanes are shooting ahead at an angle; some are firing back at an angle and the one flying directly over the row is shooting down. Consequently the enemy is under fire from all angles and directions.

Could spray nozzles be directed any better? The spray cone hits the plant from every angle. This spray cone is not a solid mass of particles, but one little spray particle ahead of the other. If the nozzle is a normal one, these spray particles are much smaller at high pressure than they are at low pressure.

A bullet fired from a high-powered rifle or machine gun travels approximately 2400 feet per second. The spray from a normal nozzle, at 400 pounds pressure, travels at a speed of 154 feet per second. Of course, the speed of the spray is not as great as that of the rifle bullet, but it is great enough to produce thousands more particles of spray material than at low pressure; thousands more particles of spray material through a normal nozzle than through a nozzle with inside constricted construction.

We must remember it is the total combined power of these fast-traveling little particles that create the air currents which swing and turn the branches and leaves of the plant and expose them to the entire area of the spray cone.

The size of spray particles at 150, 400, and 600 pounds pressure are as follows: Spray particles at 150 pounds pressure are approximately 1/60 of an inch in diameter; at 400 pounds pressure they are approximately 1/100 of an inch in diameter; and at 600 pounds they are 1/130 of an inch in diameter.

Spray particles at 600 pounds pressure are 1/130 of an inch in diameter it would appear that the best coverage could be obtained with this pressure and this sized particle. However, the consensus of opinion among spray experts is that, from a spraying standpoint 400 pounds pressure and particles 1/100 of an inch in diameter have given the most desirable results.

At 400 pounds pressure, normal nozzles and proper adjustment, four row boom, eight gallons of spray material can be applied per minute in particles of 1/104 inches in diameter. The speed at which the spray leaves the nozzle is 133 miles per hour and the total number of spray material particles discharged per minute is 329,000,000. With the sprayer moving at a speed of three miles per hour, each plant is sprayed 37 times in passing. The enemy is defeated and a glorious victory won.

"It is more than probable that the average man could, with no injury to his health, increase his efficiency fifty per cent."—WALTER DILL SCOTT

## POTATO CHIPS

(Continued from page 12)

of Agriculture of the eastern states in New York recently that the problem of potato production is not serious compared with the need for better distribution and marketing. Because the average consumption of potatoes in the country has dropped from 4.2 bushels per capita in 1905 to 2.8 bushels in 1935, Commissioner Washburn suggests converted nation-wide effort of potato growers along the following lines:

1. Breeding of better varieties.
2. Restoring consumer confidence in potatoes as a necessary food through research and advertising.
3. Improvements in marketing and distribution with greater stress on the most acceptable consumer packages, since the present-day housewife no longer buys large sacks of potatoes as formerly.

\* \* \*

The U. S. Department report on the fruit and vegetable situation dated May 22nd states that the second section of early states and the second early group which represents the principal source of supply until early July should produce close to 50% more than they produced last year and nearly two-thirds more than the average crop. Therefore the supplies of new potatoes during the next few months will be unusually large. Quite a discouraging picture for the early marketing of Pennsylvania potatoes.

\* \* \*

Talked with a dealer recently who stated that the potato marketing program last winter was no good. Asked why, he replied, "Had to pay growers too much for potatoes to compete with the association returns." Nuf sed!

\* \* \*

From the Michigan Potato Growers Exchange comes the following boost for the Kahtahdin: "For 6 years the Kahtahdin potato has been on trial in Michigan. During this time it has won the approval of many growers on the strength of its market quality. In seasons when the Russet Rural is of poor type the Kahtahdin comes through with smooth round potatoes of excellent type and size. Generally 85% or more of the Kahtahdin crop is marketable whereas the Russet Rural in dry seasons may grade 50% or less of U. S. No. 1 grade. It has sold at a premium over less desirable varieties."

Don't fail to plan for the field meeting at Hershey on July 28 and 29. Looks like the biggest group of Pennsylvania potato growers will rub shoulders on those days that was ever assembled in the state. With all the attractions at the park, no resistance should be offered by ma and the kids—so bring them along too.

"BILL SHAKESPU"

## LEST WE FORGET

(Continued from page 5)

Sulphate (bluestone) and water." When the three are properly combined the result is homemade Bordeaux Mixture. This is the cheapest and most effective fungicide known for the spraying of potatoes.

In all his lectures and demonstrations, the Doctor always has recommended and used a high calcium lump spray lime because all experiments conducted in Pennsylvania have definitely proven its superiority over all other forms of lime. The manufacturers have made it readily available and at reasonable cost. There is little excuse for trouble, such as sediment, difficulty in straining or in clogged nozzles. He says, "the few who do experience trouble from such cause can trace their trouble to inferior lime or a failure to master the art of slaking."

When asked the question, "How about using hydrated lime?" Dr. Nixon has answered, "To be sure, like in every other business, some growers are keen to be the first to adopt something new or different. This is not a bad trait, if done with an open mind."

Much has been written, and many have been the discussions on the subject of potato sprays, their preparation and application. As already stated, some growers are keen to adopt something new and different.

There is more evidence at hand to prove the efficiency of the Nixon system of potato spraying than for any other operation in connection with potato production.

There is evidence that it works in other states. Last year's champion potato grower, with a yield of 701 bushels per acre, located in Aroostook County, Maine, used the Nixon boom, and from his report, says that he "begins spraying when the plants are five to six inches high and sprays often enough to keep the foliage covered." In wet years he continues spraying until well into Sep-

(Continued on page 22)



# SUMMARY OF DEMONSTRATIONS COMPARING SPRAYED VERSUS UNSPRAYED POTATOES, 1918-1936

by L. T. DENNISTON

Assistant Plant Pathologist, The Pennsylvania State College, School of Agriculture and Experiment Station, Division of Agriculture Extension  
State College, Pennsylvania

Year	No. Demon- strations	Yield Sprayed	Yield Unsprayed	Increase Due to Spraying	% Increase Due to Spraying	Number Times Sprayed
1918	32	142.0	107.2	34.8	32.2	5.0
1919	224	169.0	126.1	42.9	34.2	5.0
1920	318	258.3	183.6	74.7	41.4	6.0
1921	402	233.5	159.2	74.3	47.7	6.5
1922	447	220.0	154.0	66.0	44.0	6.8
SUMMARY AND AVERAGE						
1918-22	1423	204.5	146.0	58.5	39.9	5.8
1923	220	257.0	199.0	58.0	30.0	7.0
1924	174	230.7	164.1	66.6	40.4	7.0
1925	125	256.0	178.0	78.0	44.0	7.0
1926	104	306.0	203.0	103.0	50.7	8.4
1927	245	288.0	151.3	136.7	90.3	11.2
SUMMARY AND AVERAGE						
1923-27	868	267.5	179.1	88.4	51.0	8.1
1918-27	2291	236.0	162.5	73.5	45.4	6.9
1928	161	304.2	173.0	131.2	75.8	12.8
1929	60	245.2	168.9	76.3	45.1	12.2
1930	46	219.3	142.0	77.3	54.4	12.3
1931	36	314.3	206.1	108.2	52.4	10.4
1932	28	245.0	172.7	72.3	41.8	10.2
SUMMARY AND AVERAGE						
1928-32	331	265.6	172.5	93.1	53.9	11.5
1923-32	1199	266.5	175.8	90.7	52.4	9.8
1918-32	2602	245.9	165.8	80.1	48.3	8.5
1933	45	301.7	179.8	121.9	67.7	10.1
1934	46	359.2	264.7	94.5	35.6	10.2
1935	26	307.1	209.5	97.6	46.5	10.5
1936	28	264.1	186.3	77.8	41.7	10.4

## COMPARATIVE TABLE SHOWING THE STEADY INCREASE IN THE AMOUNT OF SPRAY MATERIALS USED. THE AVERAGE NUMBER OF TIMES SPRAYED AND THE NUMBER OF ACRES SPRAYED, BY FIVE-YEAR PERIODS SINCE THE BEGINNING OF THE NIXON POTATO PRODUCTION PROGRAM IN PENNSYLVANIA.

Year	No. Acres Sprayed	Ave. Times Sprayed	Cars Spray Lime and required to Prepare Bordeaux		Total Cars
			Lime Cars	Bluestone Cars	
1918	314	5	.5	.5	1.
1923	23,000	7	53.66	44.72	98.38
1928	78,340	12.8	334.25	278.6	612.85
1933	105,500	10.1	355.18	299.1	654.28
1934	113,000	10.2	384.2	320.16	704.36
1935	112,000	10.5	392.0	326.6	758.6
1936	99,500	10.4	344.9	287.4	632.3

# Potash Gets Firsts in Quality "Races"

Competition in potato markets this fall apparently will be much keener, due to an estimated 6-10% increase in acreage planted. Quality will become a more important price factor, and grading will be more carefully done. Potatoes which have been able to get sufficient potash will fare better in this "race" because potash is the "quality" element in potato fertilizers. It produces more No. 1 potatoes of better shape and cooking quality, and sees the crop through to full maturity by helping to ward off early frosts.

A yield of 300 bushels of good quality potatoes per acre needs to have available during growth 170 pounds of actual potash per acre. Watch your crop this year as a guide to checking on your potash requirements next year. You will be surprised how little it costs to supply all that is needed.

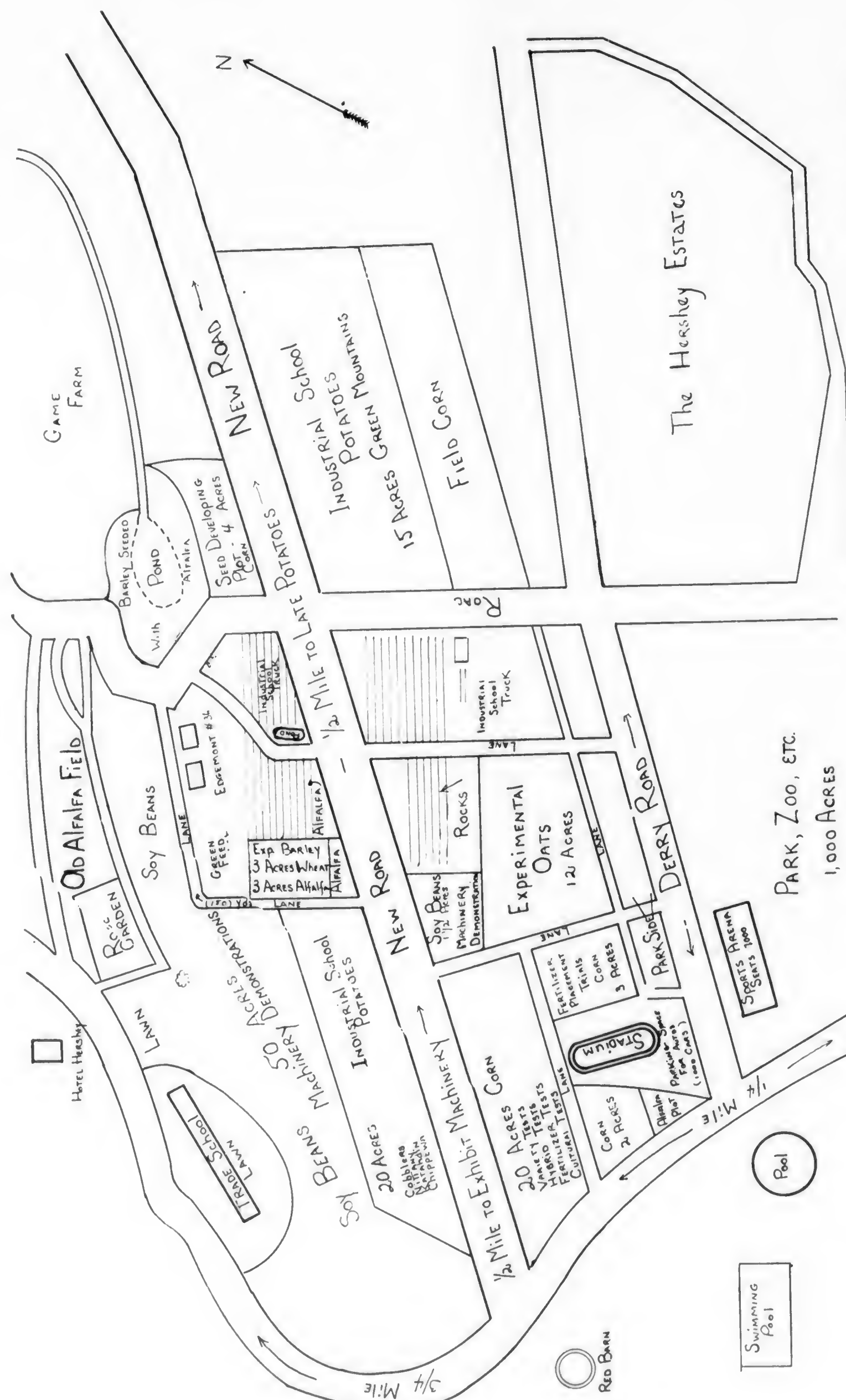
Write us for additional information on the use of potash.

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.





Draft of the Hershey Estates, giving a general picture of the grounds, the demonstration fields, and the recreation centers, which are to be used for the Pennsylvania Potato Growers' Summer Field Meeting, at Hershey, Pa., July 28 and 29th, 1937.

# TAGGART

# Paper

# POTATO

# BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. **Good potatoes deserve TAGGART protection.**

**Manufactured by**

# TAGGART BROTHERS COMPANY, INC.

## Factories and Warehouses

**Nazareth, Pa.**

## Watertown, N. Y.

## Office

**230 Park Ave., New York, N. Y.**



## OBVIOUS PROGRESS OF THE MARKETING PROGRAM

(Continued from page 11)

Second, we in Pennsylvania are handicapped in potato and produce marketing because closed packages must be sold by weight. Consequently the merchant bought a 60 pound bushel of potatoes for a price, added his margin of profit, emptied the potatoes into an open volume bushel, and sold same for a bushel. In practically all such cases the volume bushel weighted at least 10% less than the farmer was paid for, and in many cases the spread was much more.

Dr. Nixon shouted, "What shall we do, boys?" Heads got together, ideas were submitted, proposals made that the closed volume be legalized in Pennsylvania. What happened? A bushel of potatoes in Pennsylvania will be 2150.42 cubic inches whether opened or closed when specifically marked on the container.

The above mentioned bill guarantees an honest per cent of the consumer's dollar to the producer.

As a further service to the consumer, the Pennsylvania Potato Producers secured an amendment to the grape labeling law of 1929 entitled an Act relating to the grading and sale of grapes.

Section 3 of this act reads as follows:

"Section 3. Grapes and potatoes in closed packages if not definitely marked as unclassified as hereinbefore provided shall prior to shipment be marked in a plain and conspicuous manner with a statement of (1) the grade (2) the net quantity for weight of contents (3) the name and address of the person or association under whose authority the grapes or potatoes are packed.

In case the marking is changed the person making the same shall cancel the name and address included in the original marking and substitute therefor his own name and address."

By the provisions of the grade labeling act the consumer receives grade protection, heretofore deprived him, which is not only an advantage to the consumer, but will justify the Pennsylvania producer to grade his product because he will be paid according to grade packed.

Another epoch in marketing history is the Licensing and Bonding Act which compels all dealers in farm produce to secure a state license accompanied by a

bond, which will guarantee the payment for a consigned sale of produce.

Our farmers have suffered the loss of untold amounts of money in Pennsylvania because produce dealers in Pennsylvania were not required to pay for consignments except through legal execution, the cost of which was, in more than 90% of grievances, too exorbitant to justify procedure.

The above mentioned piece of legislation received the support of all agricultural groups.

These accomplishments are a few of the stepping stones that were laid during the last year which aided in the establishment of a new epoch of marketing our great agricultural products of Pennsylvania to Pennsylvania consumers.

To a marked degree, we are indebted to the diligent alertness of our Pennsylvania Potato Wizard, Dr. E. L. Nixon, the Cooperator and his loyal lieutenants, who supported him in this sterling movement, to enhance the agricultural industry of our Keystone State.

## BE A BOOSTER

(From the Michigan Potato Growers' Exchange)

If you think your Co-op's best  
Tell 'em so!  
If you'd have it lead the rest,  
Help it grow.  
When there's anything to do,  
Let the others count on YOU  
You'll feel good when it is through  
Don't you know?

If you're used to giving knocks,  
Change your style;  
Throw bouquets instead of rocks  
For a while;  
Let the other fellow roast;  
Shun him as you would a ghost;  
Meet his banter with a boast  
And a smile.

When a member from afar  
Comes along,  
Tell him who and what you are—  
Make it strong.  
Never flatter, never bluff;  
Tell the truth, for that's enough;  
Be a booster—that's the stuff.  
DON'T JUST BELONG.

"It is more than probable that the average man could, with no injury to his health, increase his efficiency fifty per cent."—WALTER DILL SCOTT.

## LEADING GROWERS STRONGLY ENDORSE WASHINGTON HIGH CALCIUM Powdered and Pebble SPRAY LIME

Packed in 180 Pound Drums  
Net Weight

A Rotary Kiln Product Insuring  
Perfect Slacking and Complete  
Satisfaction.

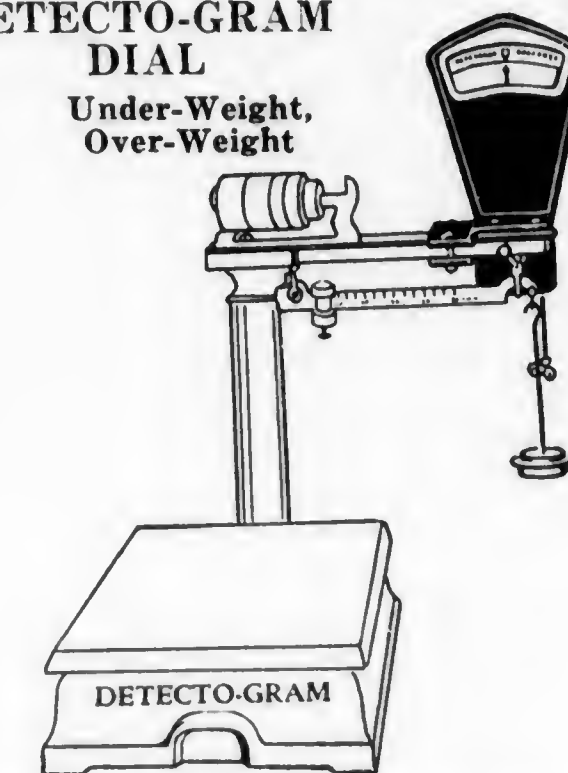
Washington Spraying Hydrated  
Lime for Dusting Requirements  
325 Mesh in 50 Pound Paper  
Sacks.

Ask the Growers Who Have  
Used Washington; They Are  
Easy to Find.

## The Standard Lime and Stone Company

First Nat'l Bank Bldg., Baltimore, Md.  
N. E. DIETRICH, Sales Rep.

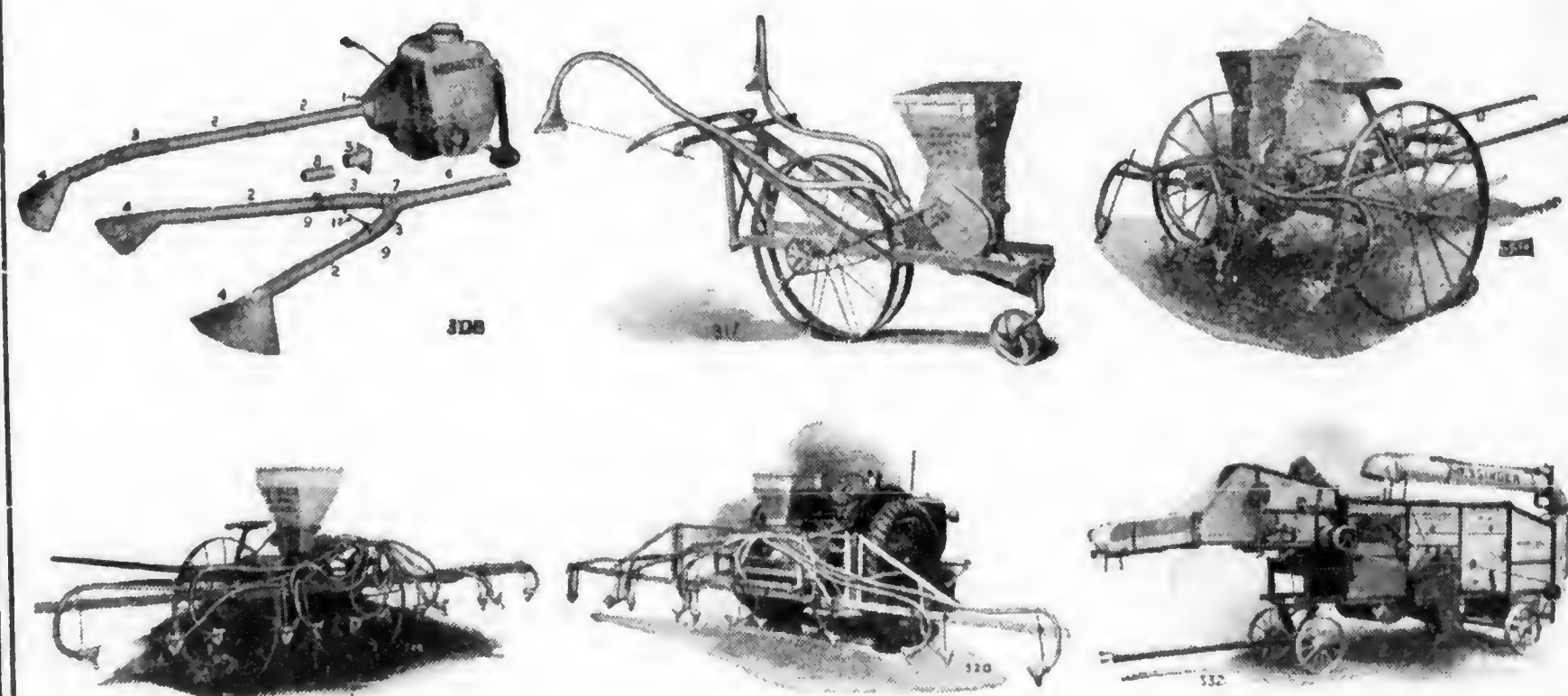
## DETECTO-GRAM DIAL Under-Weight, Over-Weight



ATTENTION, POTATO PACKERS—Avoid  
Weight Troubles. To eliminate costly ad-  
justments for UNDERWEIGHT packages,  
you must give OVERWEIGHT which is  
also very costly. Keep away from these  
troubles by installing a DETECTO-GRAM  
DIAL. Sensitive to the smallest potato you  
grow. Free Trial—No Obligation.

J. S. GRIMSON  
DETECTO-GRAM SCALES  
116 W. Oakdale Ave. Glenside, Pa.

## MESSINGER DUSTERS THRESHERS CORN SHELLERS



MESSINGER MFG. CO., GP Street, Tatamy, Pa.



## A BIOGRAPHY

*(Continued from page 10)*

The Pennsylvania Club was the first of its kind in the country.

His efforts in this direction resulted in improved morale and brought dignity and pride to thousands of farms. He established the club in 1922, and it had fourteen members the first year. It grew by leaps and bounds to reach its peak with 377 members in 1928, and established an enviable record of 801 growers who produced 400 or more bushels per acre



Nixon When He Was Dignified

in a period of seven years. These efforts for higher yields started in 1922 with 519 bushels, and peaked in 1928 with 696.1 bushels to the measured acre.

During these years it has been Nixon's amazing ability to adapt principles and practices to meet conditions as he saw them develop in the field. He put technical science to work in the interests of farm practices, and adapted or invented machinery to meet needs as they arose.

He developed and brought into general use a suitable spray boom which now is

used wherever potatoes are sprayed. The use of the weeder was revived from Terry's days. He created demand for better planters and diggers, and when the program called for the extensive use of legumes, he fathered that practice.

During the dark days of the recent depression, it has been stated by many machine manufacturers that but for the ability of Pennsylvania farmers to purchase machinery, their future would have been jeopardized.

When sprayers multiplied a thousand-fold in a decade, the ore pits of Michigan and Minnesota, the transportation systems, the steel mills and distributing centers all profited. The demand for other farm machinery adapted to potato growing increased, not in Pennsylvania alone, but throughout the entire country. Before Nixon's teachings, copper sulphate was a little known by-product. Now farmers in every part of the State demand it. Pennsylvania spray lime is shipped to every section.

One of the most outstanding accomplishments during this period was the establishment of confidence in a movement, in an institution, in a science that has revolutionized agriculture and agricultural thought.

In 1932, Dr. Nixon had the unique distinction of being made an honorary member of the Philadelphia Society for the Promotion of Agriculture, the oldest agricultural society in the United States.

His fighting spirit has resulted in a movement partly spiritual, partly educational, partly economic, that can't be stopped.

Dr. Nixon requested retirement from the extension service in 1928 after which he once more called into play his uncanny skill with slides and microscope in the research laboratory.

*(To be concluded in the July issue)*

## LEST WE FORGET

*(Continued from page 15)*

tember. He uses liquid Bordeaux (there is no other kind) and uses extreme care in spraying.

After familiarizing ourselves with the facts we are of the opinion that anyone who offers a substitute for home-made Bordeaux Mixture properly prepared and applied as Dr. Nixon has taught, has an ulterior motive in view.

*(To be concluded in the July issue)*

## Do Your Potatoes Have IT? What? SAX APPEAL!

**P**ARTICULAR  
PEOPLE  
REFER  
APER  
ACKED  
OTATOES

USE



### Hammond Bag and Paper Co.

WELLSBURG, W. VA.

PAPER BAGS FOR LIME, LIMESTONE, FERTILIZER,  
POTATOES, FLOUR, AND FEEDS



### HIGHLIGHTS AND SIDELIGHTS OF PENNSYLVANIA'S POTATO INDUSTRY, 1918-1936

Year	No. Acres Sprayed	Average No. Times Sprayed	No. Gallons Bordeaux Mixture Applied	Lbs. Lime Required	Lbs. Bluestone Required
1918	314	5	196,250	15,700	15,700
1919	1,787	5	1,116,875	89,350	89,350
1920	6,195	6	4,646,250	371,700	371,700
1921	10,140	6.5	8,238,750	659,100	659,100
1922	16,680	6.8	14,178,000	1,134,240	1,134,240
1923	23,000	7	20,125,000	1,610,000	1,610,000
1924	28,646	7	25,065,250	2,005,220	2,005,220
1925	34,460	7	30,152,500	2,412,200	2,412,200
1926	49,500	8.4	51,975,000	4,158,000	4,158,000
1927	60,400	11.2	84,560,000	6,764,800	6,764,800
1928	78,340	12.8	125,344,000	10,027,520	10,027,520
1929	81,900	10.2	104,422,500	8,353,800	8,353,800
1930	86,100	12.3	132,378,750	10,590,300	10,590,300
1931	91,000	10.4	118,300,000	9,464,000	9,464,000
1932	107,500	10.2	137,062,500	10,965,000	10,965,000
1933	105,500	10.1	133,193,750	10,655,500	10,655,500
1934	113,000	10.2	144,075,000	11,526,000	11,526,000
1935	112,000	10.5	147,000,000	11,760,000	11,760,000
1936	99,500	10.4	129,350,000	10,348,000	10,348,000
TOTALS 1,105,962			1,411,380,375	112,910,430	112,910,430

NOTE: From 1932 to 1936 approximately 50% of the total acreage in Pennsylvania was sprayed.

The quantity of Bordeaux Mixture and the lime and bluestone required for its preparation was computed on the basis of an average application of 125 gallons of 8-8-100 or 10-10-125 Bordeaux Mixture per acre per application.

To store the Bordeaux Mixture which was applied to Pennsylvania's potato fields from 1918 to 1936 inclusive, 1,411,380,375 gallons, would require a Silo 30 feet in diameter and 50 miles high.

The cost of this amount of Bordeaux Mixture, figured on the basis of one cent per pound for spray lime and an average of five cents per pound for bluestone would be: \$6,774,625.80 or \$.0048 per gallon. The average cost of preparing and applying home made Bordeaux Mixture is: 1½ cents per gallon. Compare this cost with those of any other spray preparations, for potatoes.

The weight of the Bordeaux Mixture applied 1918-1936 was: 11,291,043,000 pounds; 5,645,521.5 tons. It would require 282,276 tank cars holding 5000 gallons each to transport it, or a freight train 2165 miles long.

112,910,430 pounds of spray lime, or 56,455,215 tons at 1c per pound has a value of \$1,129,104.30. Figured on the basis of 15 tons per car it would require 3,763,681 cars to transport the lime required to prepare the Bordeaux Mixture applied 1918-1936, or a freight train 28.5 miles long.

56,455,215 tons bluestone or 250,978,733 barrels of 450 pounds each, or 3,137.23 cars of 80 barrels each, or a freight train 24 miles long. The cost of this amount of bluestone figured at an average of 5c per pound is: \$5,645,521.50.

	Acrees Grown	Bushels Produced	Value of Crop
1918-1936	4,445,000	483,287,000	\$520,317,000

"A pessimist is a man who thinks everybody as nasty as himself, and hates them for it."—GEORGE BERNARD SHAW

"Prosperity is only an instrument to be used, not a deity to be worshipped."—CALVIN COOLIDGE



### Potato Growers!

The time is here to give your special attention to one of the most important of the "BIG FOUR" of profitable Potato Production—

#### "FOLIAGE PROTECTION"

Protect it by spraying with **WHITEROCK Lump** and **Super-Hydrate Spray Lime**

Lump ----- 98% CaO  
Hydrate ----- 72-74% CaO  
100% Thru 325-Mesh

**WHITEROCK QUARRIES**  
Bellefonte, Pa.

### Dr. E. L. Nixon

We wish to congratulate you on your achievement in the Potato Industry

#### TO OUR MANY CUSTOMERS IN PENNSYLVANIA

We wish to thank you for your business and the confidence you have placed in our organization. We sincerely hope that when you are in the market for Northern Grown Certified Seed of the highest quality, that we may be able to serve you.

**MICHIGAN POTATO  
GROWERS EXCHANGE**

Cadillac, Michigan

# Boggs

## The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

**BOGGS MFG. CORP.**

Atlanta, N. Y.



### SPRAY APPLICATIONS AND PRESSURES OF THE PENNSYLVANIA 400-BUSHEL POTATO CLUB, 1928

Average 400- Bushel Club	(377)	(281) 400-bu.	(86) 500-bu.	(10) 600-bu.
Times sprayed	11.3	10.7	12.8	13.7
Pressure, pounds	301.0	290.5	338.0	372.5

NOTE: 377 growers, in 1928, made the 400-bushel potato club. 281 grew 400 bushels or over; 86 grew 500 bushels or over and 10 grew 600 bushels or over. The average pressure of the entire club was 301.0 pounds and the average number of spray applications was 11.3. Note how the yield responded to increased spray applications and pressure.

### Record of the number of awards for the Pennsylvania 400, 500 and 600-Bushel Potato Clubs for the years 1922 to 1936, inclusive.

Year	No. Members 400-Bushel Club	No. Members 500-Bushel Club	No. Members 600-Bushel Club
1922	14	0	0
1923	54	5	0
1924	33	3	2
1925	39	4	0
1926	97	20	2
1927	187	36	6
1928	377	86	10
1929	81	10	2
1930	50	5	1
1931	125	25	3
1932	47	6	2
1933	68	12	1
1934	121	18	2
1935	14	1	0
1936	12	2	1

(Source: L. T. Denniston, Assistant Plant Pathologist, The Pennsylvania State College, School of Agriculture and Experiment Station, Division of Agriculture Extension, State College, Pennsylvania.)

### SEASON CONTROLS

#### POTATO DISEASE

Potato wart, a destructive disease of the Irish potato and introduced into Pennsylvania by potatoes imported from Europe is found to attack Pennsylvania potatoes only in sections having a normal growing season of approximately 130 days, control experiments by the Pennsylvania Department of Agriculture have disclosed.

R. H. Bell, director of the Bureau of Plant Industry, considers this discovery as highly significant. Prior to making this discovery plant pathologists had very limited information as to where to expect to find the disease or where to confine their control efforts.

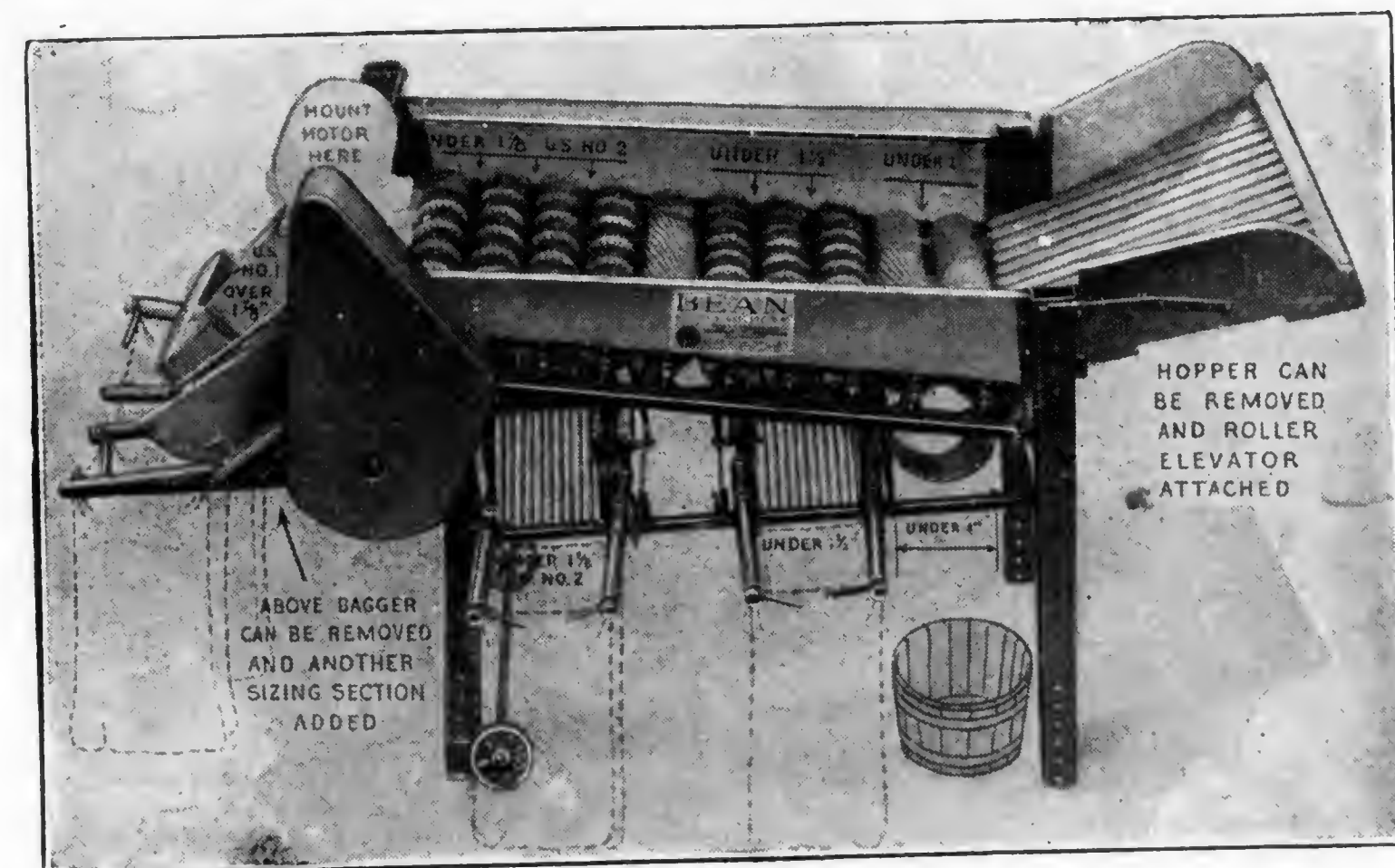
R. E. Hartman, who is in charge of

the potato wart control work in Pennsylvania, has charted the State on the basis of length of growing season. His chart places sections of Schuylkill, Luzerne, Wayne, Lackawanna, Pike, Monroe, Carbon, Susquehanna, Fulton, Huntingdon, Bedford, Blair, Cambria, Clearfield, Centre, Sullivan, Bradford, Tioga, McKean, Warren, Forest, Lycoming, Clinton, Potter, Clarion, Jefferson, Armstrong and Indiana Counties in the 130-day zone. In other sections of these counties the growing season is either more or less than 130 days.

Potato wart infection has been found in Schuylkill, Luzerne, Carbon, Sullivan, Centre, Clearfield, Cambria, Huntingdon, Fulton, Bedford, Lackawanna, Somerset and Armstrong Counties.

The growing season in this State varies from 90 to 200 days.

## Many Pennsylvania Potato Growers Use the "Bean" Rubber Spool Potato Grader



### Grading Done Entirely on Rubber

An entirely new grading principle using rubber spools instead of chains or screens, eliminating entirely cutting, bruising and nicking. The accuracy is much greater and it handles long potatoes without difficulty.

Sizing is through perfectly round openings. Machine also cleans as it grades, doing a wonderful cleaning job.

It is compact, light in weight and easily portable. It is adjustable for various sizes of grade limits. Sorting can be done on sizing rolls if desired. Capacity—150 to 200 bushels per hour. Can be used with Bean Roller Feed Elevator, Bean Roller Sorting Table or Bean Potato Cleaner.

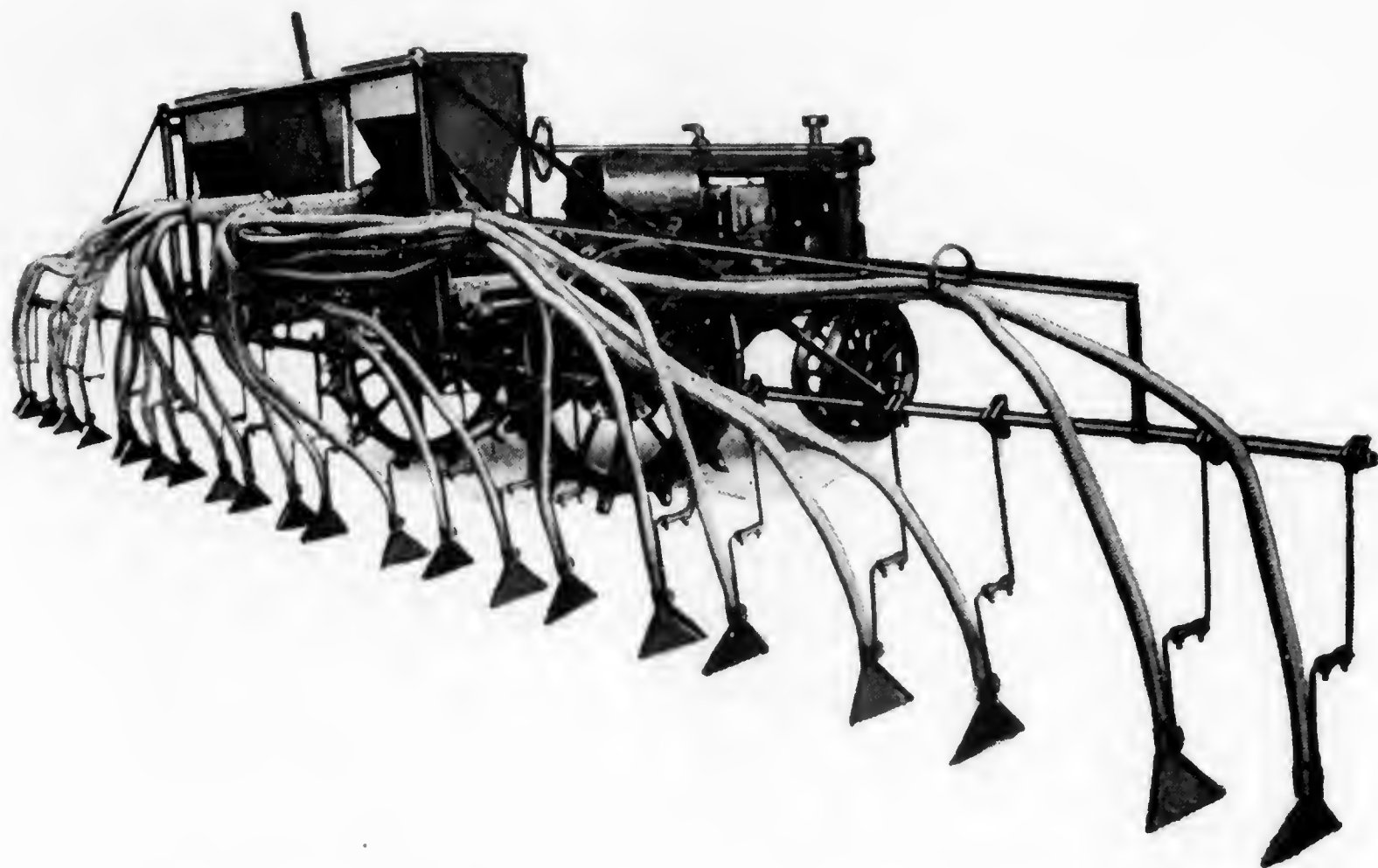
The saving in mutilated potatoes, better sizing and greater speed will pay for it in one season. Ask for special literature.

## JOHN BEAN MFG. CO.

LANSING

MICHIGAN



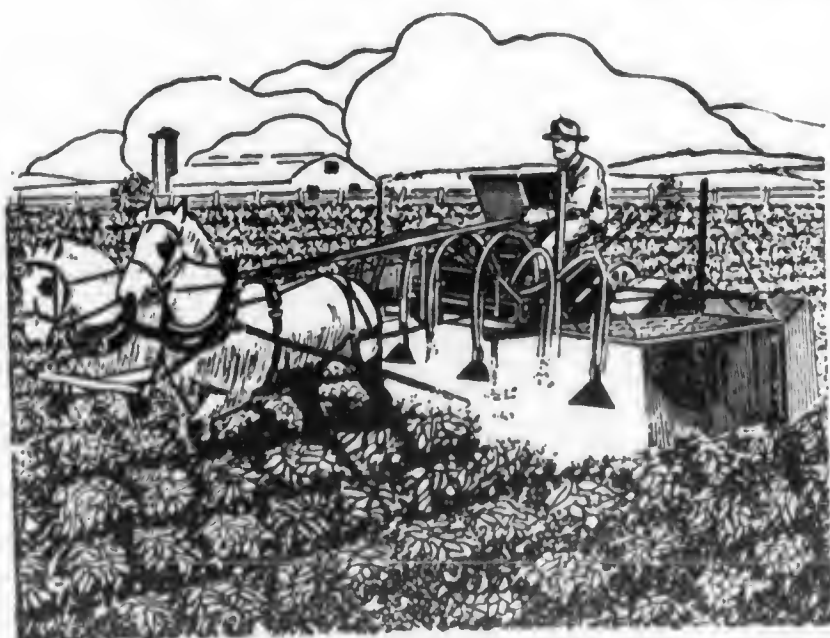


## Twelve Rows at a Time!

*Mobilize this speedy and lethal defense in your war against bugs and pests.*

THE FARQUHAR TRACTOR DUSTER ATTACHES TO YOUR TRACTOR. SIDE OR REAR POWER TAKE-OFF. 8 TO 12 ROWS—DOUBLE HOPPER.

Gives you that quick and complete coverage so important in successful crop protection . . . An air manifold provided with adjustable foils assures an equal flow at all nozzles . . . High speed aluminum fan supplies a high pressure blast of dust which reaches all parts of every plant . . . nozzles adjustable to any position . . . For smaller growers—The Farquhar 4 to 6 Row Tractor Duster or the 4 to 6 Row Traction Duster . . . We also offer a complete line of power and traction sprayers, from a small power machine to large combination outfits.



The Farquhar "Cavern" Duster—Delivers dust at high speed into "cavern" between side and rear curtains. Higher speed aluminum fan gives extremely effective nozzle blast. Nozzles adjustable to width of rows and height of plants. An exclusive feature is the Farquhar - Heim equalizing manifold, which splits the fan draft and delivers an equal blast to each nozzle. Balloon tired wheels minimize injury to plants and prevent side slip on hilly ground.

A. B. FARQUHAR CO., Ltd., Box 1230, York, Pa.

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SCHOOL OF AGRICULTURE  
AND EXPERIMENT STATION  
THE PENNSYLVANIA STATE COLLEGE  
STATE COLLEGE, PA.

## THE GUIDE POST



VOLUME XIV

NUMBER 7



JULY • 1937

PUBLISHED BY THE  
PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED





Nixon As He Is Today

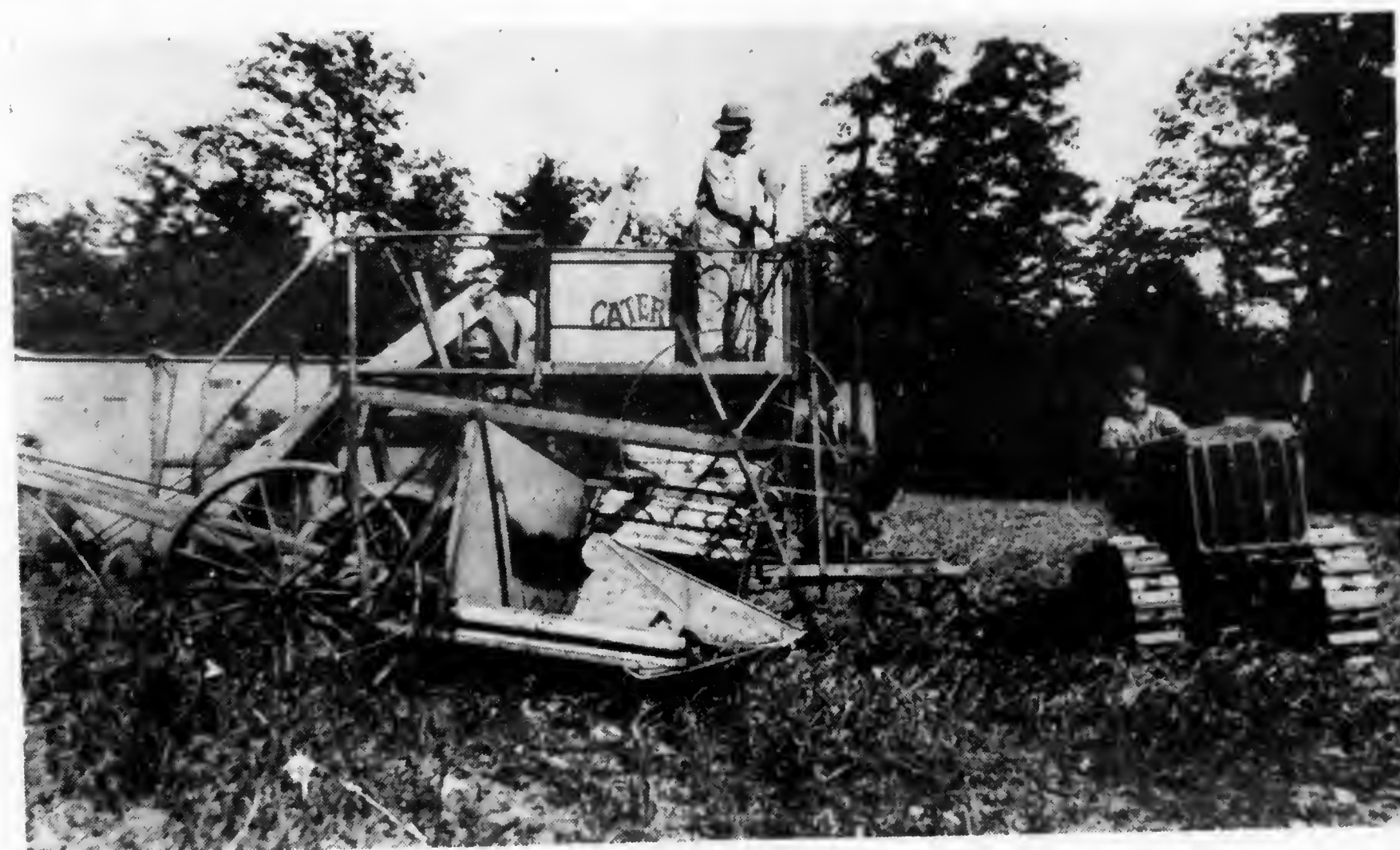
## Lest We Forget

(Conclusion)

Nixon many times has commenced his potato lectures by using the last of the "Big Four," Vision or Potato Mentality, as the most important, by stating that, "Without vision one will not practice the other three." He defines vision, or potato mentality, as being "that quality which makes a man take pride in his crops, which will move him to follow the system to the minutest detail, and do it when it should be done. He must be critical of his seed, careful of his spray-

ing and insistent upon an abundance of humus." Until a man gets vision, he will never be a potato grower.

Vision, in reality, is the mystic window through which genius beholds the future. Vision—one's enthusiasm, faith, courage and the will to definite accomplishment. Men lacking in vision must guess the tomorrow and trust to chance; while men of vision confidently meet the future with positive action long pre-planned.



Nixon Combining the First Crop of Soybeans Ever Harvested with a Combine in the State of Pennsylvania.

We would characterize Nixon's philosophy as follows:

If you've got a thing to say,  
Say it; don't take half a day.  
If your toast's got little in it,  
Cram the damn thing in a minute.  
Life is short—a fleeting vapor—  
Don't you fill the whole blamed paper,  
With a toast, which, in a pinch,  
Could be crowded in an inch.  
Boil it down until it simmers,  
Polish it until it glimmers,  
If you've got a thing to say.  
Say it! don't take half a day.

Thousands of growers many times have heard the following caustic statements, worn threadbare by the Doctor in driving home his point:

"Think of the mighty oak. It was once a nut like you."

"The difference between Rip Van Winkle and many potato growers is that Rip woke up."

"Even the woodpecker owes his success to the fact that he uses his head."

"Simplicity is an exact medium between too little and too much."

"The ladder of life is full of splinters, but they always prick the hardest when we are sliding down."

"To love and win is the best thing. To love and lose is the next best."

"It is much easier to be critical than to be correct."



"Anybody can cut prices, but it takes brains to make a better article."

"A politician is one who thinks of the next election; the statesman thinks of posterity."

"Let us be thankful for the fools. But for them the rest of us could not succeed."

"Some people have a perfect genius for doing nothing."

"Even a fish wouldn't get caught if it kept its mouth shut."

"The part of an automobile which causes more accidents than any other is the nut that holds the steering wheel."



Dr. Nixon with George A. Stuart at a Recent Lycoming County Potato Meeting

"Get up when you wake up, and wake up when you get up."

"There may be a destiny which shapes our ends, but many a chair does the polishing."

"Many a man who brings home the bacon found it in a small smoke house."

"It doesn't matter how fast a top goes round, it never gets anywhere."

"The man who questions opinions is wise; the man who quarrels with facts is a fool."

"A man is as big as the things which bother him."

"He is not idle who does nothing; but he is idle who might be better employed."

"There are whole worlds of facts waiting to be discovered by inference."

"The later a man's bed-time, the less difference it makes to the world what time he gets up."

"COOPERATION IS NOT A SENTIMENT; IT IS AN ECONOMIC NECESSITY."

In the first article of the series, "Lest We Forget," we quoted the dedicatory statement in the Doctor's book, as follows: "To those potato growers who have proven by practice the principles herein enumerated, this book is dedicated." Since the second article of the series has been published, the GUIDE POST has been deluged with requests from growers that their names be incorporated as one of those whom "the principles herein enumerated" have been proven by practice by them, and they have not forgotten.

#### NAMES:

S. Ray Adams	Butler
F. E. Airseman	Somerset
Nelson W. Alderfer	Bucks
H. G. Allen	York
Chas. M. Allison	Butler
W. Leroy Allison	Butler
A. H. Anderson	York
C. H. Anderson	York
R. W. Anderson	York
R. W. Anderson	Crawford
Philip C. Antes	Lycoming
Noah Arndt	Lehigh
Albert J. Arnold	York
I. E. Artz	Schuylkill
Robert Aten	Lehigh
J. C. Atkins	York
Fred Augustine	Butler
Clarence D. Bachman	Lehigh
George F. Bachman	Lehigh
John A. Bachman	Lehigh
John R. Bachman	Northampton
Victor Baer	Lehigh
William J. Baer	Lehigh
Norman R. Bachman	Lehigh
H. H. Barnett	Somerset
O. D. Barnett	Somerset
Harvey H. Baum	Bucks
F. G. Barkley	Butler
James L. Bartley	Butler
K. G. Baker	Potter
K. F. Bankert	York
J. R. Bartenslager	York
Robert L. Bailey	York
A. P. Baer	Schuylkill
Kerwin Beard	Lancaster
C. Rayburn Brenneman	York
Edgar R. Beck	York
C. E. Bensinger	Schuylkill
Walter S. Bishop	Bucks
Amos Bicker	Butler
Elmer H. Blouse	Lehigh
T. James Blair & Son	Butler
Fred Book	Butler
George Boure	Butler
Theo. S. Borden	Potter
Warren C. Bond	Lehigh
E. B. Bower	Centre
Lloyd Bowmaster	Somerset
Charles Brugh	Somerset

Charles Brian	Jefferson	Austin J. Donaldson	Venango
J. E. Britton	Jefferson	Roy Dobson	Jefferson
J. O. Breiner	Schuylkill	R. H. Double	Butler
Fred Breiner	Schuylkill	Charles Dreher	Schuylkill
Levi Brubaker	Lancaster	Ira Dutt	Northampton
Blough Brothers	Potter	Thomas B. Dunlap	Clinton
George R. Brown	Crawford	H. M. Dunn	Butler
George W. Buss	Northampton	H. K. Dyke	Butler
Walter Buckley	Somerset	Amos Eberly	Lancaster
William H. Burt	Lehigh	D. O. Eberts	Schuylkill
William Butler	Potter	O. T. Eberts	Schuylkill
Cleon Buck	Potter	Stanley Edwards	Northampton
Harry Buck	Potter	William Ellis	Crawford
J. H. Bupp	York	H. O. Elliott	Butler
Earl E. Bush	York	J. A. Eshenbaugh	Butler
C. W. Burke	York	D. C. Fahs	York
Amos J. Bullers	Jefferson	Fred Ferguson	York
Don V. Buchannon	Jefferson	J. R. Fetherolf	Lehigh
C. A. Campbell	Butler	Willis E. Fenstermacher	Lehigh
C. F. Campbell	Butler	P. S. Fenstermacher	Lehigh
Charles M. Carnahan	Butler	Roy C. Ferguson	Butler
T. C. Cain	Crawford	F. M. Field	Crawford
Lowell S. Carpenter	Potter	Eugene Fisher	Crawford
J. W. Caldwell	Jefferson	Howard Fishel	York
Lester Caylor	Jefferson	J. H. Fisher	Somerset
James E. Caylor	Jefferson	Ed. Fisher	Potter
Harry Callie	Northampton	Frank Fisher	Somerset
W. F. Calhoun	Jefferson	Clarence Fink	Lehigh
Andrew Chantler	Butler	Henry Fink	Lehigh
Harry Chrin	Lehigh	C. D. Fleming	Butler
M. W. Chamberlain	Jefferson	R. R. Fleming	Butler
W. W. Church	Potter	H. H. Flinchbaugh	York
J. R. Clark	Crawford	J. J. Flinchbaugh	York
Ray Clark	Potter	J. A. Flinchbaugh	York
C. C. Clark	York	Jerome Flinchbaugh	York
C. D. Cooper	Jefferson	Robert T. Flinchbaugh	York
Ray Corbin	Jefferson	S. B. Flinchbaugh	York
Alex Cooper	Jefferson	V. A. Flinchbaugh	York
H. E. Cochran	Jefferson	Fred W. Fisher	Venango
Edward Coyle & Sons	Potter	Fred E. Flaugh	Crawford
S. M. Coldenberg	Butler	L. S. Flickinger	Crawford
Perry Cooper	Jefferson	Harry K. Fowler	Lehigh
Robert C. Chase	Potter	Louis Forolli	Jefferson
J. L. Cramer	York	Howard Fogle	Northampton
Chas. G. Creitz	Lehigh	Frank G. Fogle	Northampton
O. J. Crutz	Lehigh	Albet H. Foertsch	Butler
Floyd Cratty	Butler	Louis H. Fox	Butler
Grant Cruikshank & Son	Butler	W. J. Fox & Sons	Butler
C. Z. Cyphrit	Jefferson	Milo Freeman	Potter
Charles Darr	Somerset	L. R. Friedline	Somerset
Perry Davis & Son	Butler	A. C. Fritz	Somerset
Ralph L. Dawson	Butler	J. A. Friedline	Jefferson
Thomas Denniston & Son	Butler	Lewis Freeman	Schuylkill
William Deebel	Schuylkill	Harry Frantz	Schuylkill
H. E. Deebel	Schuylkill	Dr. James Frazier	Butler
O. W. Dempsy	Jefferson	Harvey A. Frack	Northampton
Russel Deebel	Schuylkill	Daniel Frantz	Lehigh
E. E. Dennison	Schuylkill	P. Daniel Frantz	Lehigh
Ray Dennison	Schuylkill	Irwin J. Frantz	Lehigh
Victor D. Deibert	Lehigh	Tilgham Frantz	Lehigh
Clarence W. Dick	Butler	Jay C. Frantz	Lehigh
C. A. Dipner	Butler	Orma Furman	Potter
Elmer Dietz	York	Paul Gehman	Lehigh
Max Dinger	Jefferson	Charles Geiger	Lehigh
J. A. Donaldson	Venango	Harvey P. Geiger	Lehigh



Stanley Frantz	Lehigh	Frank Herb	Schuylkill
Samuel J. Geiger	Lehigh	Milton Heisler	Schuylkill
Victor C. Geiger	Lehigh	Donald Herb	Schuylkill
Clinton Geiger	Lehigh	Jonathan Herring	Schuylkill
Ralph Gallagher	Butler	Lewis Herring	Schuylkill
Edwin George	Lehigh	John M. Hicks	Butler
A. R. George	Lehigh	Karl A. Hilliard	Butler
Charles Gackenback	Lehigh	J. M. Hindman	Butler
E. J. Gemmill	York	R. C. Hindman	Butler
Wilmer German	Lehigh	G. F. Hiltz	York
Wm. F. Gibson	York	N. C. Hildebrand	York
F. J. Gibson	Potter	C. M. Hicks	Jefferson
F. C. Gerber	Schuylkill	J. A. Hicks	Jefferson
Edward Gerhard	Schuylkill	J. M. Hindman	Jefferson
Frank Gerhard	Schuylkill	Herbert Hill	Schuylkill
John Gerhard	Schuylkill	Fred L. Houser	Crawford
C. J. Gooch	Potter	Percy G. Hoffman	Lehigh
Oscar Good	Somerset	Sterling Hoffman	York
J. P. Gorsuch	Venango	Robert G. Holland	Potter
C. L. Goodling	Bucks	Gomer F. Horne	Schuylkill
William G. Gray	Butler	R. C. Horn	Schuylkill
Kennedy Graham	Crawford	H. L. Hoffman	Butler
C. C. Grover	Potter	George A. Hoon	Butler
Curvin Grove	York	Harold P. Hoon	Butler
Harold Groves	Jefferson	Robert Hughes	Jefferson
Wesley Gross	Bucks	G. M. Hummer	Crawford
Warren Groff	Lehigh	J. A. Humes & Son	Butler
D. A. Griffith	Somerset	Wlison Hyson	York
Anson Greenawalt	Lehigh	Victor Handwerk	Northampton
C. W. Grube	Schuylkill	Elwood Handwerk	Lehigh
Walter Grube	Schuylkill	Homer C. Handwerk	Lehigh
Ernest J. Halstead	Butler	Robert C. Hamm	Lehigh
James G. Halstead	Butler	Oliver Handwerk	Lehigh
R. A. Hay	Butler	Elam Hershey	Lancaster
Floyd Hays	Butler	Stewart Herman	Northampton
A. J. Hall	Crawford	Warren Herber	Lehigh
L. M. Hall	Crawford	Oscar Hensinger	Lehigh
Forrest R. Hamm	Lehigh	W. J. D. Heintzelman	Lehigh
F. Handwerk	Potter	Adam J. Henninger	Lehigh
W. M. Hasley	Potter	Geo. M. Heintzelman	Lehigh
H. G. Hall	York	Robert S. Herman	Lehigh
C. L. Hamilton	York	Henry Y. High	Bucks
M. M. Hartman	York	C. F. Hile	Lehigh
M. E. Harvey	York	J. C. Holtzinger	York
Agnes Haubert	York	Mahlon Hostetter	Lancaster
A. E. Harrier	Jefferson	V. A. Houston	Northampton
Amos Haag	Jefferson	Calvin Hollenbach	Lehigh
G. C. Haag	Jefferson	Harvey Hoffman	Lehigh
M. D. Hartman	Jefferson	Chas. W. Hoffman	Lehigh
Samuel Hafer	Schuylkill	John A. Houser	Lehigh
Joe Heinz	Butler	Walter T. Huber	Northampton
D. D. Henry	Butler	William Hunsicker	Lehigh
J. A. Herman	Butler	Earl Hunsicker	Lehigh
Chas. W. Hesselgesser	Butler	Fred Hunsicker	Lehigh
Hazen Henry	Crawford	L. L. Innerst	York
Harold J. Henninger	Lehigh	Wm. Irvin Co.	Jefferson
J. E. Henry	York	Francis Jacobs	Potter
Russell Hershey	York	William Jacobs	Potter
D. A. Hess	York	Ed. Jacobs	Potter
Roy Heaps	York	M. V. Jackson	Potter
J. D. Hershner	York	Jefferson County Home	Jefferson
Irwin Hershner	York	C. F. Johnson	Jefferson
M. F. Hershey	York	John A. Jones	Northampton
Samuel Henninger	York		
John E. Hetrick	Jefferson		

(Continued on page 17)

## A Biography

(Conclusion)

Few of our readers, probably, are aware that all agricultural research at the Pennsylvania Experiment Station is conducted under definitely outlined and approved projects. Since Dr. Nixon's transfer from the extension service in 1928, he has devoted his energies to four such project outlines, as follows:

First, the Invasion of Bacterial Parasites in Plant Tissues. This is a technical cytological study, but it has important practical applications when completed.

Did it ever occur to you how the well-known nodules are actually formed on the roots of soybeans? What course, in other words, did the bacteria take from the time it was placed on the seed when it was inoculated, until it invaded the roots and produced these little malformations known as nodules?

Second: Fire Blight. This study concerns itself with the well known and fatal bacterial disease which causes such heavy losses to the pear, the quince and



The Crop That Put Nixon in the 400-Bushel Club Which He Fostered, 449 Bushels on a Measured Acre.

certain varieties of apples. As a result of this study, Dr. Nixon has discovered a new variety of pear which is practically immune to Fire Blight. It has been recently named "Richard Peters" after a pioneer pear grower and a president of the Philadelphia Society for the Promotion of Agriculture at a time when this society offered a prize of \$100.00 to the individual who could produce such a variety.

He has an intensive breeding plan under way involving both pears and apples, with the hope of discovering other useful and resistant varieties to this costly disease. He has further determined varieties of apples whose root systems are resistant to root and collar blight, a form of Fire Blight which invades these parts of the tree. Hundreds of these new seedlings may be seen at Hershey, where

they are grown experimentally for Dr. Nixon.

The other two projects have to do with potatoes. One of these, a study of Diseases of the Foliage and Green Shoots, and the other, Breeding for Resistance to so-called degenerative conditions and adaptation to the various climatic and soil conditions found in Pennsylvania.

As a result of this investigation, one new early variety has been introduced under the trade name of "Nittany." An acre of these will be shown and dug at Hershey. This is the first early variety that Pennsylvania has been able to perpetuate. It has outyielded Cobblers from all other sources in 87% of the trials conducted by growers in Pennsylvania.

The Nittany is a Cobbler type, and is the best from over three thousand seed-

(Continued on page 28)



## THE GUIDE POST

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All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### EDITORIAL

At a hearing held in the Secretary of Agriculture's office at Harrisburg, July 30th, it was evident to every one in attendance that the Department of Agriculture was sincerely trying to determine the most equitable manner of enforcing the various provisions of the recent bills which were passed by the legislature relating to the uplift of the potato industry.

We see no reason why anyone should question the possibility or probability of enforcing the provisions of these measures. Real potato growers will want them enforced, others may wake up to find that unless their potatoes are marked as to grade or unclassified, there will be no purchasers.

After all there is no evidence to substantiate the proposition that Pennsylvanians are willfully notorious for disobeying the law.

"The farther we get away from the land, the greater our insecurity."—Henry Ford.

## 1937 MARKETING SET-UP

A Joint Conference Committee Meeting was held at Harrisburg June 30th with representatives of the Food Distributors, who are supporting the Association marketing movement, representatives of The Pennsylvania State College and the Pennsylvania Department of Agriculture, together with the Board of Directors of the Pennsylvania Cooperative Potato Growers' Association.

Following the introductory remarks by Fred W. Johnson, in which he said, "On behalf of all the food distributors, I pledge, to the Association, the hearty and enthusiastic support of the marketing program." It was decided:

First, that the marketing program should be continued along the same lines as last year.

Second, that the use of the paper bags, which in the main proved to be quite satisfactory, will be continued.

Third, that a commercial grade, to be known to the trade as "Green Label," will be packed and sold during the coming crop season.

Fourth, that the well known "Blue and Red Labels" in pecks and bushels will be continued.

Fifth, that the grade labeling and volume bushel bills recently having become laws, are both steps in the right direction and will receive the hearty support of the Food Distributors.

Sixth, that the Association brand, which is known as "Yellow Label," will be labeled UNCLASSIFIED. These "yellow" bags will be made available to any resident of the state, through the Association.

Seventh, that all Association trade-marked volume bushel bags shall be packed so as to weigh 60 pounds gross.

Eighth, that the inspector's stamp shall be placed on the "HEEL" of all Association trade-marked bags prior to filling the bags.

### ANNOUNCEMENT!

The State Potato Growers Summer Field Meeting will be held at Hershey, Pa., July 28-29, 1937.

The formal opening will be at 1 P.M., E. S. T., Wednesday, July 28th and will close at 1 P.M., E. S. T., Thursday, July 29th.

A committee is at work to arrange for lodging for all who apply.

Lodging in private homes \$1 per per-

son; Hershey Community Inn, \$1.50 per person, and up; Hershey Hotel, \$6 per person and up.

Ample eating facilities will be available everywhere at any price one wishes to pay.

Lodging assignments may be made at the Association Headquarters, located in the Hershey Sports Arena (Ice Palace).

Guides will be constantly in attendance.

If you have not seen Hershey you have missed something. If the kiddies have not seen the amusement park with its dinky railroad, zoo and merry-go-round, there is a treat in store for them.

The first inspector's training school will be held beginning Wednesday, July 28. The school will be under the direct supervision of D. M. James, in charge of fruit and vegetable marketing, Pennsylvania Bureau of Markets.

Come and bring your friends.

### 21st ANNUAL POTATO FIELD DAY AND TOUR WILL BE HELD ON TUESDAY, AUG. 24 IN POTTER CO.

This annual event has developed into one of the large events for eastern potato growers. Last year there were over one

thousand growers in attendance from eight different states and fifty-four counties.

The Potter County folks arranged the tour so that there was something new and interesting for every minute of the day. There are still many new things which the Potter County folks will present this year.

Visitors to Potter County on this occasion will have an opportunity to see over one thousand acres of fine disease-free seed potato fields. They will see Red Bliss seed being harvested and loaded for use of growers in Florida. The tour will visit large fields of the new Nittany, the new early variety which is rapidly replacing the Irish Cobbler in the early producing areas.

Beautiful fields of Russet Rurals and White Rurals will be on display.

The two largest potato growing operations in Pennsylvania will be visited and studied. The best of potato equipment will be on display and in operation.

Forty acres of Dr. Nixon's experimental seedlings will be seen. Dr. Nixon will be present to explain his work.

No potato grower can afford to miss this day of events. Visit this great seed center Tuesday, August 24.

## WARNING

Late Blight infection was found in the Allegheny Mountain area on July 2. This is the earliest date that blight infection has ever been observed in Pennsylvania.

With the disease definitely established at this early date, Pennsylvania is likely to experience a general epidemic if a normal to a wet season should prevail. Dry weather accompanied by hot winds during the coming weeks will result in even greater disaster due to the succulent condition of the foliage. Be it wet or dry, thorough spraying will be of utmost importance in growing the 1937 potato crop.

With 12,000 sprayers ready to take the field, Pennsylvania potato growers are in a better position than any other state to meet any exacting emergency.

L. T. DENNISTON



**PROGRAM**  
FOR THE  
**SUMMER FIELD MEETING**  
OF  
**Pennsylvania Potato Growers**

HERSHEY, PA.

JULY 28, 29, 1937

(Program will be conducted on Eastern Standard Time)

**WEDNESDAY, JULY 28**

AFTERNOON EVENTS

1:00 to 5:00—Will be devoted to field demonstrations by those exhibitors who have cooperated in staging this Summer Field Meeting.

A loud speaker will announce the events in their proper sequence, giving ample time for each demonstration.

The management appreciates that every one will not feel equal to the occasion of following through the field demonstrations in their entirety and, for this reason, provisions have been made for the continuous showing of moving pictures on field operations pertaining to agriculture in general and potato growing in particular.

EVENING EVENTS

5:00 to 6:30—Supper, Hershey Park.

6:30 to 7:30—Band Concert. Hershey Park.

8:00 —Address of Welcome, M. S. Hershey, Hershey Industrial School Auditorium.

—A talking movie on the Hershey Industrial School and how it functions, by Lowell Thomas.

—Events of fun and frivolity.

**THURSDAY, JULY 29**

FORENOON EVENTS

8:00 to 9:00—Round table discussion through the loud speaker from, Exhibitors Row.

9:00 to 11:00—Personal inspection of exhibits and interviews with our exhibitors, through the loud speaker.

11:00 to 12:00—Noon lunch. Hershey Park.

12:00 to 1:00—Grand Finale. Hershey Sports Arena (Ice Palace).

## What Has Dr. E. L. Nixon Given To Agriculture?

by G. DOUGLAS JONES, *Agricultural Engineer,*  
Cleveland Tractor Company, Cleveland, Ohio

Doc has devoted his effort, thinking and time covering some thirty odd years to improving agricultural methods through a foundation that will last for years to come—and what is this foundation that he has laid, a foundation that appears to be as lasting as the Rock of Gibraltar?

He calls it the four principles of potato production—namely, Good Seed—Foliage Protection—Humus—the Proper Potato Mentality, or Vision. Any one versed in agriculture will at a glance see and realize that the four principles are not restricted to potato culture alone, they apply to *all* agriculture, that is, agriculture in general and not alone to the culture of the lowly spud.

Good seed, or the correct seed selection, is of the utmost importance where crops are produced from seed, and where produced other than from seed, the correct stock selection is as important as seed. No one desiring a good orchard, grove or vineyard would permit of poor stock being used, therefore, intelligent selection of seed or stock is fundamental where yield of quality and quantity are desired, and of course it is always desired. Therefore, this first Nixon principle applies to all agriculture, and unless it is used, the results will certainly be questionable and undoubtedly one could count on failure, unless lady luck is perched on his shoulder which seldom occurs.

Now, the second principle—Foliage Protection—should require little or no comment as it is so obvious today that unless we are prepared and have knowledge regarding foliage protection, we would soon find our plants, vines and trees defoliated with the natural results—death to the plant—for the reason that the leaves give life to the plant and are just as essential as the roots. Leaves construct the foods or fruits of the plant. They give off water through transpiration, and lastly, they are the medium of respiration, and when one considers the magnitude of the work performed by the leaves, he realizes that it by far exceeds the energy expended in all of the great industries of the world—surely it is hard to realize the magnitude of this leaf energy, yet how true.

Then, the Nixon third principle—Hu-

mus—and how at every meeting or talk he emphasizes the need of humus in the soil. How little attention we pay to what goes on below the soil—first for the reason that we cannot see it, and second, how little is known of the action that takes place below and in the soil. We do know through thousands of tests and experiments that humus improves any soil, and we know without testing and experimenting that a tight soil is made friable through the addition of humus and we also know that humus will increase the water holding capacity of the soil, but we don't know the exact action that occurs to assist the plant in growth and yield, perhaps it is the available ammonia it puts into the soil, or perhaps it acts in much the same manner as a separator plate does in a storage battery, producing that energy the plant requires. Many theories about humus and its action have been advanced, but as yet nothing definite unless we are content with the fact that humus does improve the soil, aids in conserving moisture, makes a tight soil friable, and produces a function that improves growth and yield. How often Doc has made this statement: "When you think you have enough humus in your soil, just double this amount and you will be about right." When one follows this advice, he is sure to profit by it.

Last, we have the correct Mentality—or Vision—and what a scope this one word vision covers. Without vision one must rely on the dictates of tradition, or let us say luck. This vision must be a desire to progress in the art of agriculture. To understand and analyze even to the most minute degree all the phases of advanced agriculture, which includes an understanding of soil activity, correct and incorrect preparation of the root bed, and the reasons for such soil treatment. An understanding of the soil requirements not by rule of thumb or guess, but by a thorough actual knowledge.

How many of us today guess at the mineral or chemical requirements of our soil when we have available and without cost save for a few cents in stamps, a clearing house to determine accurately just what our soil contains, and how much should be added. To analyze your

(Continued on page 28)



## The Metamorphosis

by D. M. JAMES, In Charge Fruit and Vegetable Marketing,  
Pennsylvania Bureau of Markets

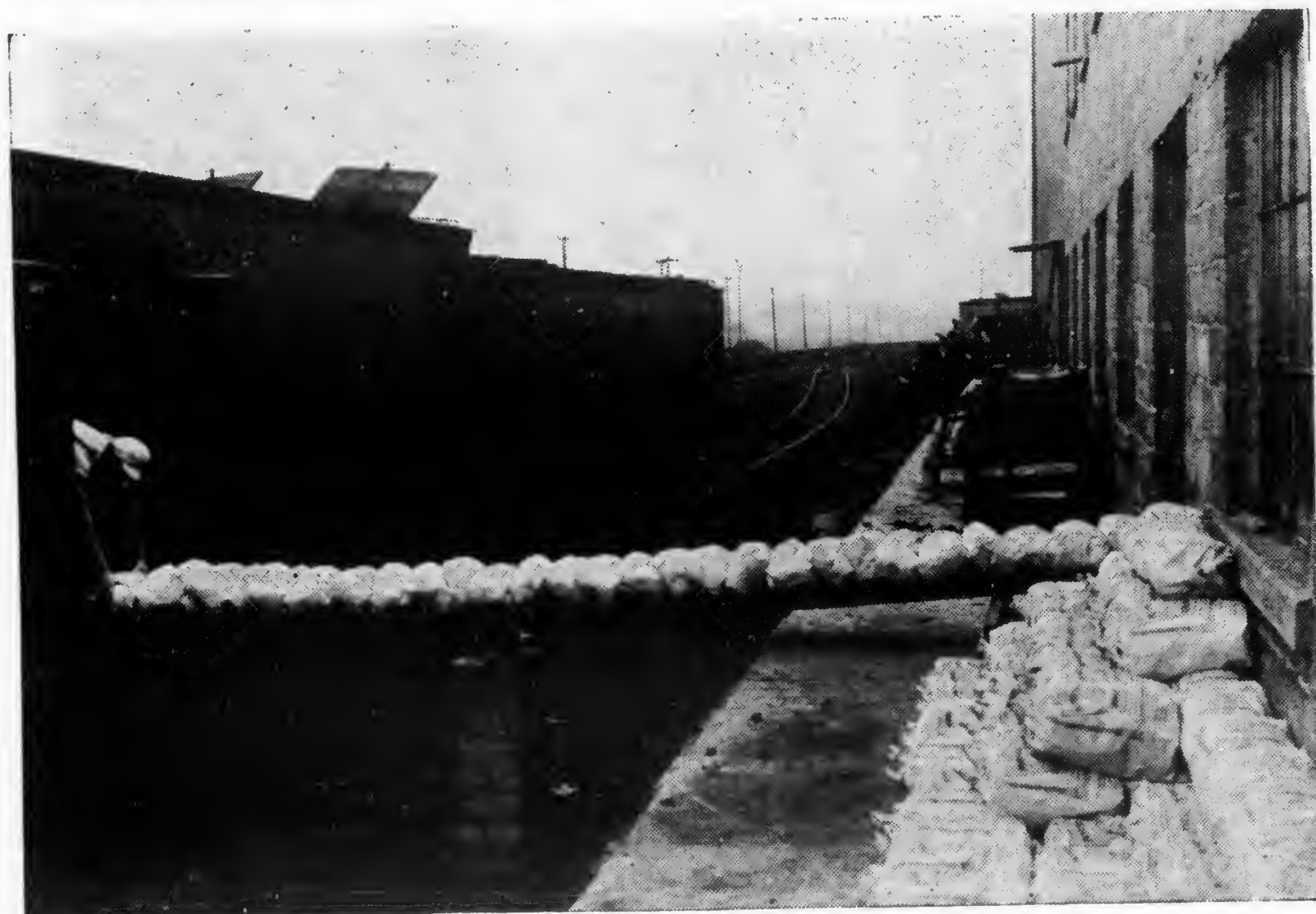
Picture in your mind's eye one of the largest agricultural states in the Union, with an average potato production of 24 million bushels, worth 26 million dollars, with the world's best markets within its borders or within easy reach, and with one of the most successful potato production programs of any state.

Then picture this same state as a dismal failure in the standardization, grading and marketing of its large potato crops, with successful potato marketing practices conspicuous by their absence. This same state, because of irregular

quality and grade of its potatoes, was literally an outcast in its own home markets.

The latter was the condition in this great Keystone state prior to the 1936-37 season. However, largely due to the tireless efforts and inspiring leadership of three men, namely, Fred W. Johnson, Walter S. Bishop, and Dr. E. L. Nixon, this incongruous picture has been at least partially corrected.

Acting under the advice of these three leaders, an energetic Board of Directors of the Potato Growers' Association, in



The Loading of One of the Many Carload Shipments Made Through the Association Last Year.

joint conference with representatives of the distributing groups of the State, evolved a marketing plan which was unique in the annals of the fruit and vegetable industries of the country. Never before had representatives of a large county-organized, state-wide agricultural industry sat down with representatives of 20,000 retail stores to work out a mutually agreeable plan of assembling, grading and distributing the state-wide production.

History was in the making. Plans were laid. The frame work was set up, and soon potatoes from 21 different counties were being uniformly graded and packed in trade-marked bags, and sold through one central sales office to distributing groups representing 20,000 retail stores.

Although the amount of educational work to be done was tremendous, involving scores of growers' meetings, 10 in-

(Continued on page 30)

## Dr. Nixon Discovered the Certified Seed Potato Industry of Northern Michigan

by THOMAS B. BUELL, of Elmira, Michigan

Dr. E. L. Nixon is responsible for the certified seed potato industry of Northern Michigan. He found our area particularly adapted to the production of disease free foundation stock. He has, since his discovery, looked for many other sources, but still finds ours the best.

In the early days, there was no official certification. A few growers had done some selection work, had sprayed with Bordeaux mixture as best they could with the crude sprinkler sprayers of the time, and had learned to rogue out varietal mixtures and some of the diseased plants. Later, rules were drawn up for certification, and a real program was put into effect with the cooperation of the state agricultural college.

As we have a natural habitat for the potato plant—high altitude, cool weather, sandy soil—the extra care and attention given under the certification rules has given us a superior product. This has proved mutually profitable—our growers have received a nice premium for their seed potatoes, and farmer growers of Pennsylvania, Ohio and other states have never complained about the prices paid, for they have always gotten "value received."

It has been an interesting business, too, as it requires extra effort and extra thought to grow certified seed. Growers of Northern Michigan have been conscientious in their program, doing everything the rules required, and more. Dr. Nixon's standard of certifying the grower as well as the product has been met.

The Doctor has been almost an annual visitor, keeping abreast with our work and making many helpful suggestions. These suggestions we have always been glad to get, for after we have grown our potatoes, we need to sell them, and a pleased customer means the success of our business.

As time has gone on, we have been doing a better job, as we have accumulated a fund of experience and better equipment with which to work. More and more attention has been paid to better cultural practices, better roguing and better storage.

Besides having had a good business, we have had many pleasurable personal experiences. We have made a host of

friendships which we could not otherwise have done. Every season we have had visiting growers, particularly from Pennsylvania and Ohio, who have come to see our fields and to become acquainted with the men who grow their foundation seed. All this adds confidence to our business. Along with the growers, we have had many scientific men from our agricultural institutions whom it is a pleasure to know and to learn from.

We probably had the highlight in our history when, in 1928, a special train came from Pennsylvania bringing two hundred or more farmer visitors to see our country and our fields. I believe this was the first special train ever run for a farmer tour. We were accustomed to hear of bankers, industrialists and fraternal organizations chartering trains for tours, but it was unusual and unheard of for farmers to do it. So I would say that this special tour to Northern Michigan was a real historical event in the annals of the farming industry. Dr. Nixon and certified seed potatoes were responsible.

Our principal variety has been the russet rural. It was originated in the Northeastern section of Michigan, and is particularly adapted to our soil and climatic conditions. While we have never raised high yields (probably due to our light soil and lack of rainfall) our good old russets have been responsible for the outstanding yields in Pennsylvania and Ohio, out-yielding all other varieties.

There will always be an argument as to the best variety for eating—each variety having its champions. A well matured russet, when properly grown, cooked and served, is probably just as good as any potato grown. While other varieties are being developed and tried, the russet is still our standby. Dr. Nixon has assured us that Pennsylvania will continue to want our russets for foundation stock, and that when "a better variety is grown, we will be growing it." With our certified seed program, we are keeping this old variety good, and perhaps better;—it is not "running out."

Personally, Dr. Nixon has been a hero to me, and my regard for him borders on worship. I regard him as a great agri-

(Continued on page 32)



## The Lehigh County Potato Program

by P. DANIEL FRANTZ, *Prominent Lehigh County Grower*

The Lehigh County Extension Association was founded in 1916, and active work was started in August of that year, under the direction of A. L. Hacker. Each year since, a program of activities has been carried on with the cooperation of interested potato growers who have shown a desire to secure more information on the growing of potatoes.

A wide variety of conditions existed at first. Varieties were not standardized, diseases were reducing the yields, low pressure spraying was done on few farms, no uniform rotation was practiced, no definite information on potato fertilizer was available, very little attention had been given to the improvement of grades, and potato growers were thinking and acting individually in the solution of their many problems.

To become a leader is comparatively easy. To remain one is much more difficult, especially in this competitive age, and in such a highly specialized industry as potato culture has become.

It is interesting to note here, that potato growing on a commercial scale, started in this county about forty-five years ago. Men like Dr. Fritch blazed a pioneer's trail in developing the commercial possibilities of the potato. His contribution in that field was perhaps second in value only to his later achievements as a leader in modern potato growing practices.

In 1908, Secretary of Agriculture Wilson said, "Mr. Fritch, of Macungie, Pennsylvania, is the most competent person in the country to give advice on potato farming." A story concerning the history of potato production in Lehigh would not be complete without the mention of Lewis K. Peters and Al Snyder—both of the old school, and quick to grasp all new ideas.

Sometime during 1917, meetings were held at different places throughout the county. Along with our County Agent, Mr. Hacker, came an extension specialist, lecturing on Potato Culture, emphasizing the "Big Four." Spraying demonstrations were held, spray rings were organized, car lots of seed were bought and brought in, test plots were established, and in a few years, Dr. E. L. Nixon, the Potato Wizard, had taught us that certified seed, high analysis fertilizer, high

pressure spraying, motorized equipment, and intelligent merchandising are the highlights in the new order.

Many potato growers of Lehigh County have followed his advice for twenty years, and while they haven't always agreed with him on first thought, feel that our good friend Doctor has been the best mortgage lifter that the growers of our state ever had.

I believe he has the vision of many greater developments. I am confident that he has begun a marketing program which will develop into one of the greatest achievements of his career, and to the financial gain of our growers. I am sure he will bring us new varieties, more adapted to our various climatic conditions.

Many more things might be said of Dr. Nixon—How in his early visits to us his cold feet bothered him; the many arguments he ran into; and the many pleasant tours we had. But there would be no stopping. What we say most sincerely, however, is that we of Lehigh hope that we will have the pleasure of having the Doctor for many years to come.

### NOTICEABLE CONDITIONS OF POTATO GROWTH

by K. W. LAUER

Potato stands in the southeastern part of the State are very good. Weather conditions have been favorable, and foliage development has been rapid. Fewer Russets have been planted in this section than in previous years. Katahdins appear to have replaced many of the Russets, although Cobbles have also been increased, and a few Chippewas have been added to the acreage.

Potatoes in the Cranberry section of New Jersey are in full bloom and prospects look good for a big crop. Reports from this section indicate difficulty in getting a good stand of Katahdins. Several fields in Pennsylvania showed rather uneven germination of this variety.

New Jersey growers state that the Chippewas will outyield the Cobbler under conditions in the Cranberry area.

## The Deep-Planting Shallow-Covering Method of Potato Production

by FRED H. BATEMAN, *Manager, Iron Age Division, A. B. Farquhar Company*

Other articles in this series have paid tribute to Dr. Nixon as a man, and have reviewed in general his varied contributions to potato growing, which have brought his name into prominence in all potato growing sections of the country. I wish in this article to emphasize especially the contribution he has made in the production of potatoes by the deep-planting shallow-covering method.

Prior to the introduction of this method, potatoes whether planted deep or shallow, were mostly covered with a high

ridge of soil, with the result that the deeply planted seed was practically put in cold storage, especially if the weather remained cold or wet.

Dr. Nixon demanded of me, for his own use, a potato-planter which would plant deep and cover shallow. To meet this requirement a special covering gang was made for his Planter, and thus was put into practical application, his ideas regarding this method of planting, a method which has been the means of saving large quantities of seed, reducing the



A Three-Row Planter at Work on the Farm of Dr. E. L. Nixon

severity of rhizoctonia, and control of weed growth, not only in Pennsylvania, but in many parts of the country.

The small picture herewith shows the deep-planting-shallow-covering method, with a section view of the furrow, which will be noted, is the shape of a W, instead of the customary or traditional inverted V. Seed planted in this manner has a covering of only about one inch of soil, and Dr. Nixon has often said he would rather have even less covering

than to have too much.

Another picture showing a Three-row planter at work, was taken on Dr. Nixon's own farm. Of it he said (this being the development of the Four-row-planter which he now has): "this is the greatest potato-planter picture ever made." Note the depth of the furrows, both at the rear and at the left of the planter.

Among the advantages of shallow covering are: First—the rays of the sun strike on both sides of the small ridge,



warming up the soil and causing quick germination. Since the introduction of this method I have endeavored to discover if there might be any exception to the rule in the germination of seeds, that the more quickly they can be made to germinate and emerge, the better, and I have so far been unable to find a single instance when this has not been true.

Second: it affords the most excellent means of controlling the troublesome weeds, as by this method the soil is



Mr. B. A. Heath, Agriculture Development Agent, of Houghton, Mich., who is pointing with pride to the manner in which the seed has been planted according to the deep-planting shallow-covering method.

worked into the furrow and smothers the small weeds, being by far the most effective method of disposing of them.

Third: Shallow covering greatly reduces the severity of the dreaded disease rhizoctonia which is even more prevalent in other areas than in Pennsylvania. On a western trip from which I have recently returned, I saw thousands of acres of potatoes planted and being planted by the shallow covering method, in North Dakota, Wisconsin and Michigan, where rhizoctonia workers serious damage, and I show herewith a picture of one of the strong advocates of this method, Mr. B. A. Heath, of Houghton, Michigan, who is Agricultural Development Agent for the Duluth, South Shore and Atlantic Railway Company, who points with great satisfaction to the splendid manner in which the seed has been planted in the virgin potato soil of the Keweenaw peninsula which juts far out into Lake Superior.

Had Dr. Nixon made no other contribution to potato growing than the deep-planting-shallow-covering method, his

name would still rank high among those who have made original contributions to cultural methods in growing one of the world's greatest crops. Yes, all praise to Dr. Nixon for the courage he displayed in breaking away from traditional methods in potato planting, which had been in existence—how long?



Deep-planting shallow-covering in furrow method. The sun warms the soil near the seed causing early germination, less chance for seed to rot and gives better control of weeds. It also reduces severity of Rhizoctonia. The furrow should be filled in gradually as the plants grow and not too quickly.

#### CO-OPS. LAUDED BY BOMBERGER

Because the purchase of farm supplies and the marketing of farm commodities are usually most economically handled in large volumes, the family sized farm is handicapped in carrying on such operations, in the opinion of Dr. F. B. Bomberger, president of the Baltimore Bank for Cooperatives.

In order that farmers may perform individually those tasks which are most efficiently done on a small scale, and yet obtain the economies of large scale purchases and sales, farmers' cooperative associations are formed. By pooling their orders for supplies and their commodities for sale, the farmer members obtain sufficient volumes for effective bargaining. Cooperative associations are, therefore, almost a necessity to the most efficient operation of one-family farms.

In order that farmers of the second land bank district might obtain these advantages the Baltimore Bank for Co-operatives, in the 40 months of its existence, has loaned over \$13,000,000 to finance the operations of cooperative associations. These associations represent approximately 52,000 farmer members.

Farmers have experienced the benefits of cooperative marketing and purchasing, and they realize that it is easier to obtain a part of their capital requirements by borrowing.

#### LEST WE FORGET

(Continued from page 6)

John Jones	Schuylkill
Frank Jones	Lehigh
G. M. Kazebee	Crawford
Stanley Kazebee	Crawford
D. C. Kaltreider	York
T. L. Kaltreider	York
Daniel Keener	Lehigh
Roy Kenyon	Potter
A. W. Kear	Potter
Floyd Kear	Potter
R. W. Keeseey	York
W. B. Kearns	York
W. O. H. Keeseey	York
Harry L. Kerlinger	York
Ambrose Keeler	York
M. S. Kearney	Jefferson
Ellis Kean	Venango
Harry Kershner	Schuylkill
H. E. Kennedy	Butler
J. A. Kennedy & Son	Butler
Paul Kennedy	Butler
M. S. King	York
Harvey Kimmel	chuykill
Jonas F. King	Lancaster
Howard D. Kistler	Lehigh
William A. Kistler	Lehigh
Marvin S. Kistler	Lehigh
Wellington Kistler	Lehigh
Walter Kibler	Lehigh
William Kline	Butler
Fred Klingerman	Lehigh
Fred L. Kline	Jefferson
Norman Kline	Lehigh
Samuel L. Klingaman	Lehigh
Arthur B. Klingaman	Lehigh
R. A. Knox	Potter
Edmund E. Kohler	Lehigh
C. H. Koch	Schuylkill
Victor C. Koenig	Lehigh
Homer Koenig	Lehigh
Henry Kreiss	Butler
Harvey J. Krause	Lehigh
T. S. Kreider	Lancaster
George F. Krause	Lehigh
Frank J. Krause	Lehigh
W. M. Krause	Lehigh
Elmer Kreister	Crawford
George Kramer	Schuylkill
B. F. Kunkel	Schuylkill
George Junkel	Schuylkill
John Kunkel	Schuylkill
Frank Kuder	Lehigh
Jacob D. Kuhns	Lehigh
A. S. Law	Jefferson
J. W. Lanius	York
K. W. Lauer	York
A. J. Lang	Butler
T. J. Langa	Butler
J. H. Lanius & Son	York
R. A. Letterman	York
John Lausch	Lancaster
Edwin N. Lauchnor	Lehigh

Jas. W. Lauchnor	Lehigh
Clarence Lauchnor	Lehigh
M. B. Laudenslager	Lehigh
Homer Lazanus	Lehigh
John M. Leslie	Butler
R. W. Leslie	Butler
Emanuel Lentz	York
Evan D. Lewis	Somerset
John Leyer	Lehigh
Rosie Leete	Potter
Keith A. Lehman	Potter
Dorr Q. Lehman	Potter
Chas. E. Lentz	York
Paul H. Lengel	Schuylkill
L. M. List	Butler
C. A. Lichtenwalner	Lehigh
Ellis Lichtenwalned	Lehigh
Harvey Lichtenwalner	Lehigh
O. C. Lichtenwalner	Lehigh
W. O. Lichtenwalner	Lehigh
Harry Lindy	Jefferson
Frank Linder	Schuylkill
Chester B. Livingston	York
Milton D. Leiby	Lehigh
George Lieby	Lehigh
William E. Long	Lehigh
R. W. Lohr	Somerset
Lester Lohr	Somerset
Loux Brothers	Bucks
J. A. Love	Jefferson
J. J. Lutz	Schuylkill
C. O. McCandless	Butler
H. S. and B. B. McCandless	Butler
J. C. McCandless	Butler
John A. McCandless	Butler
J. C. McClurg	Crawford
Walter McConnell	Jefferson
P. F. McClelland	Jefferson
W. S. McClelland	Jefferson
J. C. McCoy, Jr.	Venango
Irwin E. McCullough	York
M. T. McCleary	York
James I. McClymonds	Butler
E. K. McCollough	Butler
Ralph McKinley	Butler
Ralph McKinley	Venango
J. Mont McGunnis	York
McPherson Brothers	York
L. A. McMichael	Crawford
A. J. Macurdy	Butler
W. L. Macurdy	Butler
W. O. Magee	Butler
Marburger Brothers	Butler
George W. Manifold	York
C. W. Manifold	York
George H. Mann	Northampton
Wm. Marstellar	York
Herbert L. Mantz	Lehigh
Peter Masiko	Lehigh
J. C. Maurer	Jefferson
George A. Mastin	Potter
Harvey E. Merritt	Potter
M. S. Meckley	York
J. B. Mellinger	York



Chas. B. Mertz	Lehigh	C. A. Powell	Butler
Paul S. Meckley	Lehigh	F. H. Powell	Crawford
Frank G. Metzgar	Lehigh	Roy A. Poorbaugh	Potter
Franklin Meyers	Lehigh	W. S. Porter & Sons	Potter
E. B. Mead	Venango	D. H. Phillips	Schuylkill
Earl Mengel	Schuylkill	F. D. Pringle	Jefferson
George Milton	Lehigh	Andy Puvak	Butler
D. F. Miller	York	Clarence Peters	Lehigh
D. A. Miller	York	Herbert Peters	Lehigh
John A. Miller	York	William Peters	Lehigh
J. Harvey Miller	York	Paul Rader	Lehigh
Harvey Miller	York	Chas. Rauhauser	York
Harry L. Miller	York	A. C. Ramseyer	Potter
E. J. Miller	Venango	Floyd Rabuck	Jefferson
F. H. Miller	Butler	Marle Rabuck	Jefferson
Paul Miller	Butler	J. M. Raisley	Butler
Michel Brothers	Butler	L. M. Raisley	Butler
William C. Mitchell	Butler	E. W. Ramsey	Butler
Frank Milliron	Jefferson	E. J. Reinhold	Butler
John Minn	Schuylkill	Franklin J. Reitz	Lehigh
Edward Minn	Schuylkill	Harry Reitz	Jefferson
Walter Moore	Jefferson	Richard E. Reitz	Jefferson
Wallace Moyer	Bucks	Ladd M. Reitz	Jefferson
C. Mark Mohrey	Lehigh	W. R. Reed	Jefferson
George A. Moyer	Lehigh	George Rendulic	Crawford
Herndon D. Moyer	Lehigh	H. B. Ream	Somerset
Edgar J. Moyer	Lehigh	Richard Reitz	Lehigh
Edwin D. Moyer	Lehigh	Edward C. Rehmeier	York
Tim Monks	Potter	C. H. Rhodes	Jefferson
Frank E. Monnier	Butler	Raymond S. Ringer	Lehigh
F. W. Moore	Butler	Roy H. Ringer	Lehigh
James Morrow	Butler	Reuben H. Ringer	Lehigh
J. H. Moser & Sons	Butler	George O. Roth	Lehigh
W. L. Murrin	Butler	Frank Rohe	Bradford
C. B. Musser	York	Ralph Rohe	Bradford
C. N. Myers	York	John H. Richter	Dauphin
Harry W. Muth	Lehigh	C. A. Roberts	Potter
Tom Neefe	Potter	Don C. Rounseville	Potter
John Neper	Somerset	Don C. Rounseville, Jr.	Potter
Henry Newhart	Lehigh	Harry F. Roth	Northampton
Jack Neale	Jefferson	Floyd L. Roth	Northampton
H. C. Nester	Schuylkill	Oscar Rosenberger	Bucks
W. D. Norman	Northampton	E. W. Robertson	Jefferson
Curt North	Jefferson	J. Ray Runkle	York
Ira North	Jefferson	M. V. Runkle	York
Bernice Norris	York	Edwin Ruhe	Lehigh
M. D. O'Harra	Butler	R. H. Russell	Potter
Abner Oswald	Lehigh	H. E. Ryland	Schuylkill
Claude F. Oswald	Lehigh	W. O. Sahli	Butler
Fred C. Oswald	Lehigh	Eugene Sartori	Butler
J. Harry Overmiller	York	Walter Sarginger	Potter
Henry Overholt	Bucks	F. W. Scott	Butler
T. M. Owlett	Potter	Frank J. Scholl	Northampton
H. B. Patterson	Crawford	Walter H. Schlegel	Northampton
Bert Palmatier	Potter	G. L. Schuckers	Jefferson
Harry Palmatier	Potter	Norman Schneck	Lehigh
F. C. Patterson	York	Ivan Schneck	Lehigh
H. H. Perry	York	Paul J. Schneck	Lehigh
Irwin A. Peify	Lehigh	Frank Schoffner	Jefferson
Robert E. Peters	Lehigh	John Schroepe	Schuylkill
John L. Pepper	Butler	Arthur Seeley	Jefferson
Howard Pepper	Butler	David Service	Venango
C. W. Pflugh	Butler	I. A. Seltzer	Schuylkill
David Pflugh	Butler	Arlen Seltzer	Schuylkill

Richard Seltzer	Schuylkill	Roy Z. Stamm	Butler
Paul R. Seifert	Northampton	W. E. Stamm	Butler
Charles Sechler	Somerset	Lloyd Stevenson	Butler
Frank J. Sell	Lehigh	L. G. Stoughton	Butler
Charles N. Sell	Lehigh	Oscar Swaney	Crawford
Calvin Schneck	Lehigh	E. J. Sweitzer	York
Steward S. Semmel	Lehigh	Fred Thompson	Crawford
Fred N. Sell	Lehigh	Alva Thompson	Potter
Dr. Geo. Seiberling	Lehigh	L. O. Thompson	York
Seth G. Seitz	York	E. M. Timmons	Butler
W. J. Shaffer	Butler	F. W. Tinker	Butler
George H. Shanor	Butler	Frank W. Tinker	Venango
William Sherman	Potter	W. W. Tallman	Schuylkill
Leon Shultz	Potter	Carl Trexler	York
Chas. Sheffer	York	C. C. Trout	York
Fred S. Shearer	York	Frank H. Turner	Venango
R. C. Shaw	York	Albert Vasey	Bucks
A. L. Shaffer	Jefferson	W. E. Veach	York
L. Sharp	Jefferson	Ed. Vasbinder	Jefferson
W. W. Shoemaker	Northampton	Victor Verbeke	Jefferson
Wm. W. Shoemaker	Lehigh	E. H. Vogel	Lancaster
D. C. Shellhamer	Schuylkill	C. A. Wachsmuth & Son	Butler
J. E. Shanley	Jefferson	Howard Warring	Crawford
Sky High Potato Farms	Potter	H. E. Watt	Crawford
J. E. Slade	Lehigh	Harvey Wagner	Lehigh
S. H. Slenker	York	John Walbert	Lehigh
G. A. Smith & Son	Butler	Wilbur A. Wagner	Potter
O. C. Smith	York	George C. Warner	York
J. W. Smith	York	D. W. Wallace	York
R. A. Smith	Jefferson	Dalton Walker	Somerset
Donald T. Smith	Jefferson	Bert Walls	Jefferson
Enlow Smith	Jefferson	Boyd Wachob	Jefferson
Allison B. Smith	Jefferson	Homer Waring	Crawford
T. P. Smith	Jefferson	William S. Weaver	Lehigh
George A. Smith	Jefferson	A. D. Weaver	Somerset
J. R. Smith	Jefferson	George Weida	Lehigh
John M. Smith	Jefferson	D. H. Weisenstein	Butler
L. W. Smith	Jefferson	J. A. Weissert	Butler
E. S. Smith	Jefferson	Ed. Wetzel	Butler
A. W. Smith	Jefferson	Otto G. Wetzel	Butler
Robert W. Smith	Lehigh	Lester P. Whitmire	Butler
Galon Smith	Jefferson	William Wible	Butler
Lewis M. Snyder	Lehigh	Arthur Wick	Butler
Marwin Snyder	Lehigh	Leland G. Wilson	Butler
Raymond C. Snyder	Lehigh	F. H. White	Potter
Arch Snyder	Potter	M. P. Whitenight	Columbia
Bert W. Snyder	Butler	L. A. Wilson	Potter
O. L. Snyder	Butler	Richard M. Wilson	York
W. V. Sohn	Butler	Chas. A. Wilson	York
Gaylord C. Spanser	Potter	J. C. Wiley	York
Edgar Spory	Somerset	Eli Wineka	York
Emory Sterner	Northampton	E. S. Williams	York
Nathaniel P. Stahley	Lehigh	C. W. Williams	Northampton
Sterrett Brothers	Jefferson	Ed. Wilson	Jefferson
Paul H. Stahlman	Jefferson	D. N. Wiley	Jefferson
Straley Brothers	Potter	M. W. Wise	Jefferson
L. Allen Sterner	York	Andrew Wood	Butler
W. F. Stevenson	Jefferson	George Workinger	York
Cal C. Stahlman	Jefferson	Lawrence Wotring	Northampton
D. A. Stewart	Jefferson	Roy Wotring	Lehigh
T. H. Stevenson	Jefferson	Dewey C. Wotring	Lehigh
H. W. Stevenson	Jefferson	Wesley J. Wotring	Lehigh
Clarence Stevenson	Jefferson		
Howard L. Stamm	Butler		

(Continued on page 30)



# A PERMANENT, PROSPEROUS POTATO INDUSTRY

by Dr. E. L. Nixon

*Editor's Note:* Prepared especially for the GUIDE POST

- |                         |                                    |  |
|-------------------------|------------------------------------|--|
| 1. Yield concerned with | 1. Good seed involving             | <ul style="list-style-type: none"> <li>a. Freedom from Disease</li> <li>b. Varietal Adaptation-Breeding</li> <li>c. Proven Sources</li> <li>d. Proper Storage</li> </ul>   |
|                         | 2. Foliage protection involving    | <ul style="list-style-type: none"> <li>a. Proper Spraying in Relation to Climate</li> <li>b. Deep Root System</li> <li>c. Proper Culture</li> </ul>  |
|                         | 3. An abundance of humus involving | <ul style="list-style-type: none"> <li>a. Proper Rotation with Legumes in Relation to Soil Types and Climate</li> <li>b. Root Bed Preparation</li> <li>c. Weed Eradication</li> <li>d. Fertilization</li> <li>e. Time and Distance of Planting</li> <li>f. Soil Diseases and Insect Pests</li> </ul> |

- A permanent, profitable Potato Program involves the consideration of
- |                                    |   |  |
|------------------------------------|---|--|
| 1. Total Acreage                   | <ul style="list-style-type: none"> <li>a. Shape</li> <li>b. Size</li> <li>c. Color</li> <li>d. External Blemishes</li> <li>e. Internal Texture</li> <li>f. Discoloration</li> <li>a. Carbohydrates</li> <li>b. Minerals</li> <li>c. Vitamines</li> <li>a. Normal and Subnormal People</li> <li>b. Economics in Comparison with Other Food</li> <li>c. Palatability</li> </ul> |  |
| 2. Land Utilization                |   |  |
| 3. Erosion                         |   |  |
| 4. Supply and Demand               |   |  |
| 5. Shift in population             |   |  |
| 2. Production concerned with       | 1. Structural Features involving  |  |
|                                    | 2. Chemical Composition involving   |  |
|                                    | 3. Food Value involving   |  |
| 3. Culinary Quality concerned with |   | <ul style="list-style-type: none"> <li>1. Advertising</li> <li>2. Assembling</li> <li>3. Packages and Packing</li> <li>4. Marketing</li> </ul> |
| 4. Merchandising concerned with    |   |  |



## THE GROWERS' MAIL BAG

Meadville, Pa.  
June 21, 1937

Dear Editor:

As we look around in the various lines of activity, we recognize outstanding individuals—men who, first of all, have natural ability along a certain line and also are generous with their time and talent to the end that others less fortunate become inspired and are led to adopt better methods, and thus become more successful in their operations.

The potato growers of Crawford County, and particularly the members of the County Association, feel that they owe much to the advice and instruction along the line of their activities, as given on different occasions in their meetings, by Dr. E. L. Nixon. We are indeed glad of this opportunity to pay tribute to his irresistible leadership in our industry.

The Crawford County Cooperative  
Potato Growers' Association

FRED E. FLAUGH, *President*

Brecksville, Ohio  
June 9, 1937

Dear Editor:

Have received the May issue of the GUIDE POST and certainly enjoyed reading "Lest We Forget" and the other articles concerning Dr. Nixon.

I had the pleasure of meeting and hearing Dr. Nixon at several potato meetings in our county (Cuyahoga, Ohio) and am happy to say that our 400 Bushel Club Members are those that practiced what Dr. Nixon preached.

Pennsylvania can well be proud of such a man.

Very truly yours,  
E. C. CERNY,  
Secretary-Treasurer  
Cuyahoga County Farm Bureau

Presque Isle, Maine  
June 11, 1937

Mr. Ebon B. Bower  
Penna. Coop. Potato Growers'  
Ass'n., Inc.  
Bellefonte, Pennsylvania  
Dear "Eb":

If my memory serves me right, it was the summer of '19 and '20 when Dr. Nixon visited Aroostook County in behalf of

the growers of Pennsylvania, to inspect the certified seed potato fields of our state, and I believe he also visited other northern seed producing areas to recommend the growers of Pennsylvania a source of northern grown seed.

I had the pleasure of spending most of the time with Dr. Nixon while he was here, in company with Dr. Schultz, U. S. Department of Agriculture Pathologist, and Dr. Folsom, of the Maine Agricultural Experiment Station. We visited a large number of fields, and Nixon picked Cobblers grown on my farm and one or two other farms as stock he would like to see planted in Pennsylvania. The following season, some of this stock was planted in Pennsylvania and gave very good results. Dr. Nixon has visited Aroostook County several times since, and has addressed large growers' meetings, always leaving with the growers a real potato message.

P. E. Dougherty, of Dougherty Seed Growers, came to Aroostook about 1921, to locate seed which would measure up to Dr. Nixon's ideas, and I had the pleasure of showing him my own fields as well as others. From that time to the present, have supplied Dougherty Seed Growers with practically free of disease State Certified Cobblers, practically all of the stock being grown by me and Frank Hussey. We rogue our fields very carefully, paying strict attention to roguing late in the season to eliminate all plants and tubers which apparently may be affected one way or another.

I have had the pleasure of visiting growers in the State of Pennsylvania for ten years in succession, to check on the seed potatoes which we distribute through Dougherty Seed Growers, and always enjoy spending some time with Dr. Nixon at State College. Two years ago I spent one day with Dr. Nixon at Couderdport, Pa., inspecting his potato breeding plots.

I wish that we had more of the progressive, potato-minded men like Dr. Nixon to help put across the many important potato programs which we are confronting from year to year.

Congratulations to Dr. Nixon! He has done a lot for the potato industry.

Sincerely yours,

R. D. HEWS

(Continued on page 24)

## Learn to Recognize Potash Hunger Signs

Foliage symptoms of potash starvation of potatoes are easily recognized. In the early stages, the potato leaf has an unnatural, dark green color and becomes crinkled and somewhat thickened. Later on the tip of the leaf becomes yellowed and scorched, which is sometimes confused with spray injury.

This tip-burn then extends along the leaf margins and inward toward the midrib, usually curling the leaf downward. In severe cases the whole plant may be affected, resulting in the premature dying of the crop. Starvation symptoms usually appear on the lower leaves first and are more severe in dry seasons.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

Write us for additional information on the use of potash.

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



## THE GROWERS' MAIL BAG

(Continued from page 22)

Geneva, Crawford Co., Pa.  
June 18th, 1937

The GUIDE POST  
Bellefonte, Pa.

Dear Editor:

At this time we are tendering our expressions of honor and appreciation to the one whom we as potato growers of Pennsylvania owe an unpayable debt of gratitude, and while we consider it a valued opportunity to add a few sincere words as an expression of the esteem we ascribe to Dr. E. L. Nixon in recognition of his achievements in the state's potato industry during the twenty years of his service, we keenly feel our inability to do justice in this respect.

As growers in the western producing counties, our contacts with Dr. Nixon have been when he came to address our Potato Growers' Meetings, also on Potato Tours and at the State Farm Show. During the years in his present capacity his attitude toward every questioner, seeking advice or new enlightenment on their chosen line of agricultural production, was always that of being their friend and helper—always courteous and having time to answer even the humblest beginner; these are personal attributes which have established him in the high esteem he now holds in the hearts of the growers.

As we near the end of the twentieth year of unparalleled progress in the potato industry of our state under Dr. Nixon's leadership with the now much increased average yields per acre, unbelievable then, we pause at this time to endeavor to comprehend what has been achieved in adhering to the principles of the "Big Four" in potato production as have long been recommended by the Doctor. These are results of vision and research which have discarded certain practices which proved to be worthless and putting into use up-to-date methods now being closely followed by practically all commercial growers.

Dr. Nixon's contributions to the potato industry during these years are invaluable and have justly gained for him a nation-wide name—but the end is not yet. We may with confidence look for further good developments in the future, some near at hand. Pennsylvania is most fortunate in having the leadership of Dr.

Nixon in this great industry.

Sincerely yours,

J. C. McCLURG

## A LETTER FROM THE EDITOR

GUIDE POST Office  
July 10th

Dear Members:

I know that all of you are quite as interested as myself in getting plenty of authoritative and instructive articles on the Pennsylvania potato program, as well as live and interesting news in the GUIDE POST, but often, it seems when we ask for contributions from the membership we find it difficult to get news. In fact, some are surprised that we even ask, others say they haven't had time to think up any items.

Realizing that it is not possible for everyone to have a "nose for news" may I offer a few suggestions which may help you in selecting material for the GUIDE POST? If you will follow them I believe the cooperation (you know you are members of a cooperative), will result in a more worth while publication. There's not a one of you growers, for instance, but who is interested in what the other growers—your neighbors, the ones living on the adjoining farm—are doing.

And that, in a large measure, constitutes news. Under that heading come the following:

- Deaths.
- Marriages.
- Births.
- Purchase of home, farm, car or new equipment.
- New programs and methods.
- Trips and vacations.
- Parties.
- Cultural methods.
- Fertilizer applications.
- Acres planted.
- Yields.
- Marketing.
- Illness.

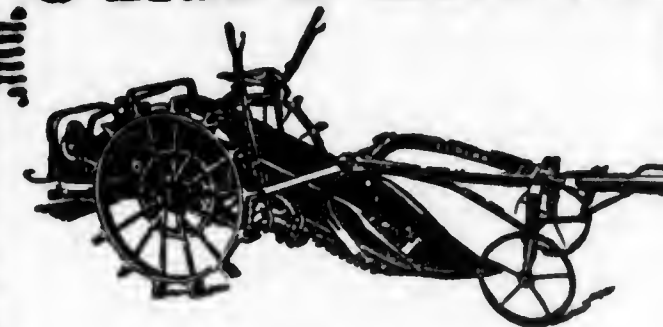
If you know of any unusual hobby or particular accomplishment which any fellow grower has, that might make a good story for the GUIDE POST.

Of course, we want roasts and jokes on each other—there's a lot of keen enjoyment in them—but please keep in

(Continued on page 32)

# Eureka

## POTATO DIGGER



### Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

Adapted for use with tractors and with or without engine attachments.

Meet Us at the Potato Growers' Meeting at Hershey

**EUREKA MOWER CO.**  
UTICA, N. Y.

—WE WILL BE LOOKING FOR YOU—

at the

SUMMER FIELD MEETING TO BE HELD AT THE HERSHEY ESTATES, HERSHEY, PA., JULY 28-29

LOOK FOR THE AUTO TRUCK EXHIBIT

of

**H. E. MILLARD**

Producer of

**MILLARD MODERN HIGH CALCIUM LIME PRODUCTS**  
**SPRAY AND DUSTING HYDRATE—50 lb. Bags**  
**LUMP, PEBBLE and PULVERIZED—180 lb. Steel**

While in Hershey plan to see one of the finest Rotary Kiln Lime Plants in operation at Millard's Rotary Kiln Plant, Annville, 5 miles from Hershey.

Arrangement will be made at Truck to conduct tours



## OVER THE PICKING TABLE

by "INSPECTOR THROWOUT"

Archie Donaldson (of the Franklin, Pa., Donaldsons), reports having seen this sign in front of an electric supply store:

Don't Kill Your Wife with Work  
LET ELECTRICITY DO IT

\* \* \*

From John Bachman comes the story about a good woman who was peeved because her husband was a member of so many organizations that he was out nearly every evening attending a meeting.

One evening a neighbor's little girl called and said:

"Daddy wants to know if you've got a bottle-opener?"

"Yes," replied the woman. "But he's not at home."

\* \* \*

The teacher of a class of small boys in Sunday school was also the village doctor.

"Winsor, will you tell me what we must do in order that we may go to Heaven?" he asked.

"We got to die," came the reply.

"Yes," said the doctor. "But what must we do before we die?"

"Get sick," replied Winsor, "and send for you, sir."

\* \* \*

"Does my practicing voice culture make you nervous?" asked the young lady who was learning to sing.

"It did when I first heard the neighbors discussing it," replied the lady next door, "but I'm getting so now I don't care what happens to you."

\* \* \*

"We are now going to study the signs of the Zodiac," announced the teacher.

"James, we will begin with you and you may be the first member of the class to name one."

"Aries, the ram," was the prompt reply.

"Right. Now, Frank, you name one."

"Leo, the lion."

"Correct. Samuel, it is now your turn."

Samuel was at first confused and hesitant, then he smiled and said:

"Mickey, the mouse."

"Honey, I hardly know how to tell you," said the young wife, "but soon there will be a third in our little home."

"You don't tell me!" exclaimed the husband. "But are you sure, dear?"

"Positive. I just received a letter from mother saying she will come tonight."

\* \* \*

Once in a while you meet a fellow who is too heavy to be a horse jockey and too light for any other kind of work.

\* \* \*

Some men resemble factory whistles. The smaller the plant, the more steam is wasted making a noise.

\* \* \*

In the good old days, a woman would dress to go out, and undress to go to bed. Now she just reverses the process.

\* \* \*

Like all other explorers, the women in Crawford county who explore their husbands' pockets are apt to discover material for a lecture.

\* \* \*

From Lehigh county comes the report that most men who claim they were driven to drink are the kind that always stand around with the bridle on.

\* \* \*

From Bucks county comes the news that one of their leading potato growers broke his arm trying to kill a Jersey mosquito. No doubt he was wrestling with it.

\* \* \*

Here is one for Roy Wotring. Business is like a wheelbarrow—it stands still unless some one pushes it. Roy, what else is the same way?

\* \* \*

Phil Antes says, the kind of cooperation the association needs is the kind it takes to kiss a girl while driving an automobile.

\* \* \*

Vogel says he has learned that some people never know when an idea may strike them, and some of them never know when they are struck.

\* \* \*

Last spring a Butler county genius invented a corset that concealed the bust.

Now comes the news that he has starved to death.

(Continued on page 32)

## Protect Your Potato Crop by using "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell - Mine" Pulverized Lime is packed in 180 lb. (net) steel drums with tight friction lids.



"Bell-Mine" Hydrated Lime is packed in 50 lb. special paper bags.

### Warner Company

BELLEFONTE DIVISION

Executive Offices: 1616 Walnut Street, Philadelphia

"BELL-MINE" PLANT

BELLEFONTE, PA.



Learn More About This at  
Hershey July 28 and 29

A CLARK "CUTAWAY" Flexible Double Action Tractor Disk Harrow will be shown at the Potato Growers' Meeting. See the practical construction and the rugged strength of this popular harrow. Learn why CLARK

"CUTAWAY" Harrows are preferred by thousands of practical farmers. The CLARK "CUTAWAY" line includes a type and size of disk harrow for every farming condition and many special uses. We will be represented at the meeting by Mr. Duane H. Nash.

Write us for free catalog and copy of our valuable book, "The Soil and Its Tillage." They will be sent to you without obligation. Please mention The Guide Post.

THE CUTAWAY HARROW COMPANY  
Higganum "Since 1865" Connecticut



## A BIOGRAPHY

(Continued from page 1)

lings of a known parentage. To date, over forty thousand seedlings have been propagated, using all the cross pollination and selfing that it has been possible to procure. A half a dozen other varieties are now on trial to determine whether they are worthy of a name and fit to be introduced into the trade among our growers. The end is not yet. Three thousand new seedling varieties were propagated in the Hershey greenhouses this past winter.

There are now ten acres made up of selections from twenty thousand seedling varieties growing in one plot in Potter



The "Old Man" of the Potato Industry Returning from a Ride on the Philip Antes Farm.

County, and thirty acres more made up of six or eight varieties which are being multiplied for introduction for further testing.

The Doctor will have on display, in the plots at Hershey, planted especially for the Summer Field Meeting, to be held on July 28th and 29th, an entire acre made up of four or five thousand new varieties, of which no two are alike. This is a sight worth seeing.

In addition to this, he has never been too busy to lend his influence to the advancement of agriculture generally, and to the potato industry specifically, under any and all provocations. At his most recent joint meeting of farmers and business men, it was announced that that one was Dr. Nixon's 252nd address to such a group.

Everyone who packed potatoes in the Association bags, and the many others who did not, know what his activities were along this line. The rural bloc of the House of Representatives will not soon forget what the potato industry needs.

## WHAT HAS E. L. NIXON GIVEN TO AGRICULTURE?

(Continued from page 11)

soil is to know what your soil contains, and when you have this information it is a simple matter to balance the elements or add enough to produce and balance the mineral or chemical elements in the soil. How many of us do it? And yet, the soil is our factory, the production plant, and through it we succeed or fail in our crop production. Why is it that one man can make a handsome income from 80 acres, and another barely get along and make both ends meet on 150 acres, and yet this is happening every day. Vision is defined as "Something which is apparently seen, otherwise than by ordinary sight."

About a century ago, it was said "Even the vision of natural objects presents to some of us insurmountable difficulties." This is because we are satisfied to live an existence type of life rather than a managerial, for no one can hope to be successful whether in industry or agriculture without vision. All of our large industries have been made possible through vision. It took vision to develop the telephone, radio, electric lights, automobiles, etc., and it will take vision to produce a new agriculture—the agriculture that Dr. Nixon has been and is still preaching, and the new agriculture must be built on a strong, sturdy foundation, and he has given us that foundation, it is up to us to put it in operation and be guided by his teachings.

Many of us know that Doc first proves out his theories on his own farm, and many of us know what kind of a farm he secured as a proving ground, a number of acres located on the barrens south of State College, Pennsylvania. There is a story that runs about as follows: Doc had taken over this old worn out barren farm and had worked hard with his soil to make it fertile. One day about two years after he had taken this farm over, Doc invited his preacher out to see a real crop of potatoes. After the preacher had looked it over he was both amazed and pleased to see such growth, and he turned to Doc and said: "Dr. Nixon, God and you have surely wrought wonders on this old worn out farm." Doc said: "Yes, sir—but you should have seen it when God ran it alone."

"The farther we get away from the land, the greater our insecurity."—HENRY FORD

Your Are Cordially Invited To Visit Our  
Display Booth at the

## Potato Growers Summer Meeting

HERSHEY, PA., JULY 28-29

For economy, protection and display value  
specify TAGGART PAPER BAGS for

POTATOES  
FERTILIZER  
LIMESTONE

FLOUR  
SALT  
SUGAR

TAGGART BROTHERS COMPANY, INC.

230 Park Ave., New York, N. Y.

Nazareth, Pa.

Watertown, N. Y.



### THE METAMORPHOSIS (Continued from page 12)

spectors' schools, and although this first season had a very late start, a few of the far-reaching results of the enterprise may be summarized as follows:

1. The price level of all Pennsylvania potatoes was definitely raised throughout the season. Various estimates of the increased grower returns for the entire 1936 crop, because of the marketing program, range from 2 to 3 million dollars.

2. Carlot sales of potatoes (mostly graded) increased nearly 500% over the previous year with truck sales (mostly ungraded) showing a corresponding decrease. Greater market stabilization resulted from this transition.

3. The reputation of Pennsylvania potatoes for quality held by wholesalers, retailers, and consumers was raised to a higher position than ever before attained.

4. Out of the total sales, amounting to over 450 transactions, there were only three rejections, which showed that the



First Bag of Association Potatoes to be Stamped Under the Association Inspection Service.

system of using local inspectors carefully trained and supervised, was workable and efficient.

5. The flexibility of the plan whereby individuals, associations or dealers could all avail themselves of the marketing facilities offered by the central organization, proved to be very effective. Probably greater service resulted from this method of adapting the program to meet local conditions than would have resulted by changing local practices to conform with some uniform plan of assembling supplies, which might not be workable in all the various communities.

6. But probably the greatest accomplishment was the fine mutual understanding and cooperative moral between producers and distributors who held the common purpose to reestablish the Pennsylvania potato to its rightful position in the markets of the Commonwealth.

As was to be expected, certain weaknesses and deficiencies developed in the program during the first year which must eventually be corrected to secure the greatest usefulness of the cooperative marketing enterprise. Irregular offerings of large supplies was at times a serious handicap. More adequate storage facilities, more general pooling of supplies in local areas, and increased financing of distressed potatoes would all assist in market stability and greater impetus to orderly market supplies.

Greater loyalty of producers to the program, with a clear vision of the ultimate goal of the industry, rather than the short-sighted policy of every man for himself and the devil take the hindmost, will go a long way toward establishing the Pennsylvania potato industry as high in the marketing field as it can justly claim to be in the production field.

As we enter the marketing season for the 1937 crop, we have arrived at the cross-roads. We have the choice of taking either of two highways. One will lead us back to disorderly marketing and to a decadent industry. The other road leads to orderly marketing and to an expanding industry. By choosing wisely, we can complete the metamorphosis.

### LEST WE FORGET

(Continued from page 19)

Oscar Wotring	Lehigh
Vincent Wotring	Lehigh
Forrest Wood	Crawford
Russell Yohe	Lehigh
S. A. Zacherl	Venango
Jonothan Zehner	Schuylkill
Elmer Zeller	Lehigh
E. D. Zellers	York
J. L. Zellers	York
H. E. Zesch	York
G. A. Ziegler	Butler
C. R. Zilleox	Jefferson
Fred Zimmerman	Lehigh
Pearl Bonter & Son	Michigan
Wm. Bower	Michigan
Hattie Bratt	Michigan
Miles Brown	Michigan
Thomas B. Buell	Michigan
Earl Burns	Michigan
Thomas A. Colter	Michigan

(Continued on page 32)

## EASIEST FERTILIZER IN THE WORLD TO DRILL, APPLY OR STORE

### DAVCO - GRANULATED

Always free flowing    ::    ::    Does not cake or lump  
Clean—no dust or dirt    No objectionable odors  
Distributes evenly in the soil

Readily soluble in the soil for long periods  
Produces larger yields—Crops mature quicker  
The greatest fertilizer improvement in 70 years

Ask your fertilizer agent for DAVCO

**THE DAVISON CHEMICAL CORPORATION**  
Baltimore, Md.

# Boggs

## The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

**BOGGS MFG. CORP.**

Atlanta, N. Y.



### THE GROWERS' MAIL BAG

(Continued from page 24)

mind it is not the intention or purpose of the GUIDE POST to hurt anyone's feelings. It will not be used as a medium for "getting even."

Its purpose is to create those priceless assets—good will and harmony—throughout our organization, to promote closer relationships; to make us better acquainted with each other and with each other's interests in life, and to create a stronger mutual confidence between the growers, members and officials of the Association. It will also serve to acquaint the officials with the success and accomplishments of the organization.

It is impossible for me to meet all the membership personally, but you are assured of recognition if you cooperate in supplying material for the GUIDE POST.

I hope to meet many of you during the Field meeting at Hershey; also at marketing meetings, and inspector's schools, during the coming months. But remember we need your news items and articles not later than the 15th of the month and if you will keep that date in mind and forward your items prior to that date it will be a great accommodation.

Pictures of your potato fields, outstanding cover crops, unusual equipment, your pet dog, cat, the kiddies, yourself and the Governor, or the "big one that got away," will be appreciated.

Pictures forwarded to this office will not be defaced and when requested, will be promptly returned.

If you forward a picture to this office always send with it the name of the person or persons in it, the name of the owner and such other information which will help the editor in making interesting reading material to go with it.

Please remember that you have the privilege of handing in articles and news items. The success of any venture is assured only by the effort and good will put into it. Take pride in seeing that the GUIDE POST—your publication—is made better.

Ask yourself this: "If every member gave as much news to the GUIDE POST as I, what sort of a publication would we have?"

Yours for a better GUIDE POST.

EBON B. BOWER,  
Editor

### OVER THE PICKING TABLE

(Continued from page 26)

In regard to that "universal language" they're looking for—"Smatter with money?"

\* \* \*

Pete Dougherty informs us that he has discovered a new "white hope," who is willing to box Joe Lewis any time the big smoke is ready. He's a Williamsport undertaker.

\* \* \*

Joe Fisher admonishes that no matter how short the skirt, she may be someone's mother.

\* \* \*

We are informed that the ambition of Somerset county boys is to throw curves, and the girls to grow them.

\* \* \*

We are compelled to give George Stuart credit for his singing as no one wants to pay cash for it.

\* \* \*

Don James says he has become so versatile that he can stay out late nearly every night in the week and never give the same excuse twice.

### DR. NIXON DISCOVERED THE CERTIFIED SEED POTATO INDUSTRY OF. NO. MICHIGAN

(Continued from page 13)

cultural teacher who has given us a very definite program for growing potatoes profitably, and at the same time has taught us a wholesome philosophy of life. Long live Doctor Nixon!

### LEST WE FORGET

(Continued from page 30)

Albert W. Colter	Michigan
Jessie Cremeans	Michigan
Bert D. Groot	Michigan
H. DeYoung	Michigan
John Doctor & Sons	Michigan
Chester Greenman	Michigan
F. B. Grenman	Michigan
M. A. Greenman	Michigan
Carl Griswald	Michigan
Frank Guy	Michigan
M. Hartung	Michigan
Ted Hiar	Michigan
Geo. Hiar	Michigan
Sam Hoar	Michigan
H. Heres	Michigan
Clare Huxtable	Michigan

(Continued on page 36)

## PARTICULARLY!!! 10 lb. and 15 lb. Sizes

SUPER

# WHITE BULL DOG DUPLIX POTATO BAGS

Made By

**Miller, Tompkins & Co.**  
East Rutherford, N. J.

OVER 40 YEARS OF SUCCESSFUL PAPER BAGS

A better potato bag must be so constructed that it will withstand extreme moisture and severe handling. It should be whiter, cleaner, more attractive looking than ordinary bags to catch and hold the attention of your buying public. It should be handsomely designed and printed by real artisans.

BULL DOG Moisture Resisting Potato Bags have more than made good for Maine and other producers—why not for our PENNSYLVANIA FRIENDS?



## POTATO CHIPS

By the time this is printed, the 1937 potato harvest will have started in Pennsylvania. With larger crop prospects and lower prices than in 1936, it behooves the growers to carefully consider the most efficient methods of marketing the new crop. Competition for the desirable Pennsylvania potato markets promises to be more keen than last year. Nearness to these markets with lower prices means greater advantage to us. Lower prices also means that buyers will be more particular as to quality. Whether or not the Pennsylvania potato industry will continue to progress along marketing lines, so well begun in 1936, depends largely on the support given the Marketing Program in 1937. If we do not progress, we will recede—there is no other course. Which will it be?

★

In ruminating over the Association program of last year, the one thing that sticks in my craw as the "meanest cut of all" was the fact that some few growers were willing to "sell out" the program by accepting "bait offers" of unscrupulous buyers for a cent or two more per bushel. Suppose there will always be those people in this man's world who will hold slight temporary gain above greater permanent advancement; always some who see no further than the ends of their noses. Fortunately, a greater number were leery of the gent who was able to offer more than the market. That bird usually has a lot of tricks in his bag.

★

An interesting meeting of seed certification specialists was held at Ames, Iowa recently. Twenty-eight thousand, eight hundred eighty plants of Cobblers from many different sources were examined for freedom from disease. Another indication of the excellent work being done in the development of better strains of disease-free seed stocks.

★

The New Jersey Farm Bureau recently made the first contribution from the "Garden State" to the National Potato Association advertising fund. The New Jersey quota is expected to be completed by contributions from various other sources. As this is written, have not heard of the first contribution from Pennsylvania, but I hope it has been made. It has been stated that Maine expects to spend one hundred thousand dollars this year for potato advertising.

Idaho and Michigan are reported to be following suit in less expensive fashion. At any rate, it looks like some real consumer publicity for spuds during the next twelve months.

★

Have been told that this column becomes too dry and monotonous at times. Then how about a choice little ditty clipped from "The Family Circle," by Violet Seligman, entitled, "The Master Male"? It has nothing to do with spuds, but the inference may be taken that it might apply to certain spud growers! Here 'tis:

"I've a varied lot of chickens in my pen  
And they used to raise the dickens now  
and then  
Every rooster in the flock—  
Brahma, Leghorn, Plymouth Rock,  
Barnyard strain, and blooded stock—  
Loved one hen.

She was fickle and flirtatious, gay and  
spry,  
Coy, uncertain, fresh, audacious, likewise  
shy.  
When a valiant chanticleer  
Tried to whisper in her ear,  
He received a vicious spear  
In his eye.

But one day a scrawny fellow, old and  
tough,  
Bandy-legged, dingy yellow, called her  
bluff.  
Female feathers filled the air,  
Blood was spattered everywhere,  
But he licked her then and there  
Sure enough.

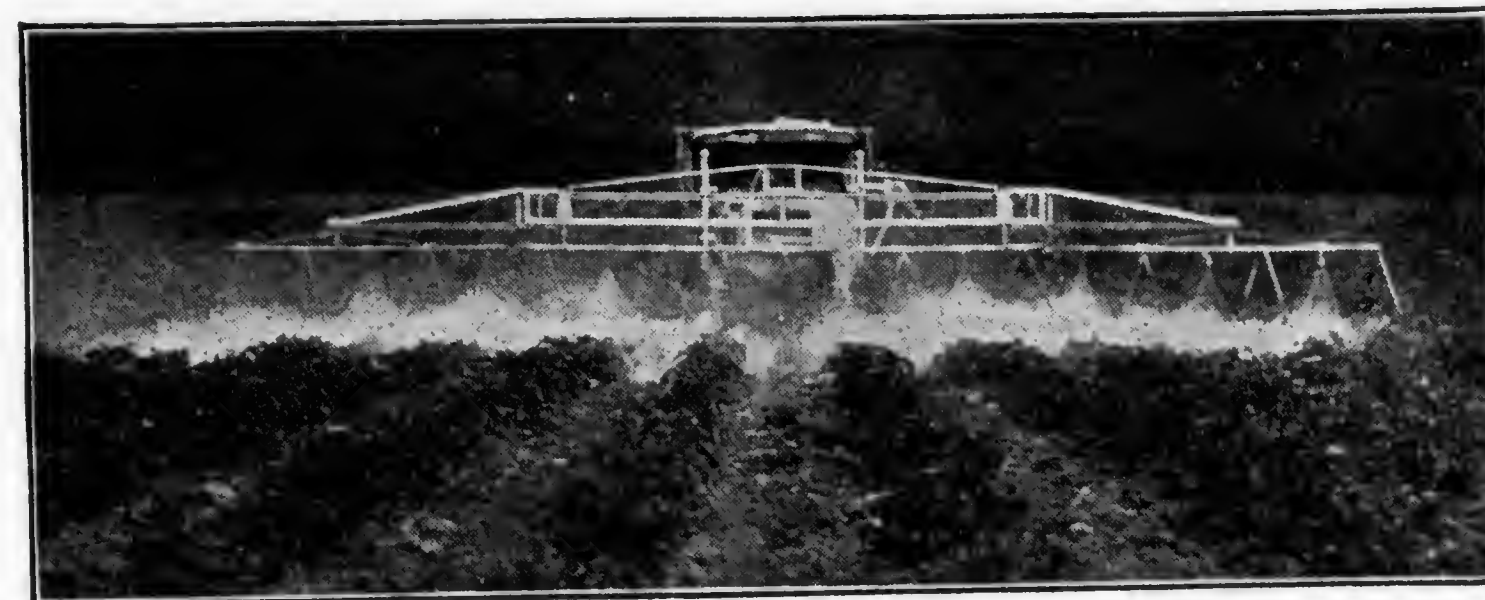
From that very day and hour, she was  
meek,  
Mistress Hen was in his power, so to  
speak,  
Followed him across the lot,  
Saved him all the worms she got,  
Fed 'em to him, like as not,  
With her beak.

This is just a homey tale, but it's true;  
Hens prefer the master male—yes, they  
do.  
He who hesitates is lost,  
Stand your ground at any cost,  
Hens delight in being bossed—  
Women too."

★

J. L. Haddock, extension agronomist  
at the University of New Hampshire,  
makes the statement that at least 200

## FOLIAGE PROTECTION



The "Big Four" of potato growing was started in Pennsylvania twenty years ago. Soon after this time, Bean sold its first potato sprayer in the State.

The best proof of the quality built into these pumps is the fact that many of them are still in use.

A grower in Centre County is using a Bean pump nearly twenty years old to supply his farm buildings with water through an air tank pressure system.

The first traction potato sprayer made by John Bean was bought by a Cambria County potato grower. This sprayer has sprayed large acreage every season since bought. A careful check-up shows the sprayer in excellent condition—the porcelain cylinders as good as when bought.

Satisfy yourself as to what sprayer you want for your farm by careful check-up on sprayers operated over long periods of years.

See the Bean dealer in your section or write

## JOHN BEAN MFG. CO.

LANSING

MICHIGAN



bushels of potatoes must be produced per acre in New Hampshire to meet the expenses of growing and harvesting. He states, "if the producer can grow more than 200 bushels per acre during an unfavorable year, and 300 bushels during a good season, then he can pat himself on the back and call himself a successful potato grower." To which "Bill" Shakespud adds, "And the ultimate test of that grower's success is whether he gets the top of the market for his crop, or whether he gives them away barnyard graded to some nefarious trucker."

★

The research department of State College is fortunate in having secured the services of W. R. Whitacre. Because he has long been engaged in marketing work, we are confident that "Bill" will instill into any marketing surveys which he conducts, greater practicability than is sometimes evident in marketing surveys made by various agencies.

★

The need for bigger and better storage facilities for potatoes in the State makes the following release from the University of Maine of interest. "An improved farm potato storage house designed after a five-year study is described in a new bulletin. Among the advantages of the new storage are better insulation, a satisfactory system of air circulation, more efficient control of humidity and better protection of structural members against decay. Copies of this bulletin are available from the University of Maine, Orono, Maine, without charge." Pennsylvania growers who contemplate new or improved storage houses may wish to send for this bulletin.

★

The legislature adjourned on June 5th after having passed the largest number of agricultural bills ever enacted in a single session. The potato industry is indeed indebted to Secretary French, and the many legislators who made possible the passage of all the legislation proposed for the improvement of potato growing. To Markets Director States, the industry is grateful for his efforts in behalf of the commission merchants' licensing and bonding act. This law becomes effective on January 1st, 1938. This much needed legislation should result in much good to the fruit and vegetable industries of the State. The enactment of the volume bushel law to replace the weight per bushel law, will mean replacing an unworkable system of measurement with a just and equitable method.

The bill sponsored by the Pennsylvania Potato Growers' Association to make compulsory the grade labeling of all potatoes in closed packages became a law on June 1st. The Department of Agriculture advises that sufficient time will be allowed growers to become familiar with the provisions of the law. Since there are thousands of growers in the State who are not familiar with the potato grades, it would seem to be the wise course for the Department to follow, that growers or groups of growers who wish assistance in interpreting the grades should contact their county agents.

★

Leading economists state that the countries of the world which suffered least from the post-war depression were the Scandinavian group. Leading theologians tell us that the countries where religion is making the greatest headway are in the Scandinavian group. We all know that the most peace-loving nations are the same group, they being the only nations which did not enter the World War. Quite singular that these same countries are the ones which are leading the rest of the world in the cooperative movement. There may be more to co-operation than many of us realize.

—"WILLIAM SHAKESPUD"

#### LEST WE FORGET

(Continued from page 32)

Frank Huff	Michigan
Edward Jensen	Michigan
Frank Leusing	Michigan
Ralph Leusing	Michigan
H. B. Losey	Michigan
Geo. McKenzie	Michigan
J. W. Marrow	Michigan
Dale Nichols	Michigan
Oscar Overholt	Michigan
H. A. Peebles & Sons	Michigan
Clide Pilley	Michigan
W. P. Reed	Michigan
James Redmond	Michigan
W. L. Redmond	Michigan
Geo. Rubingh	Michigan
Metus Rubingh	Michigan
Clyde Schmalzrid	Michigan
Fred Schmalzrid	Michigan
E. and F. Schmalzrid	Michigan
Theo. Schmalzrid	Michigan
Harry Sowton	Michigan
Lewis Thomas	Michigan
Ed. Vanderberger	Michigan
L. A. Ward	Michigan
Wm. Woodstock	Michigan
H. C. Stockdale	Ohio
S. J. Orwig	Maryland

## "IT'S A NATURAL"

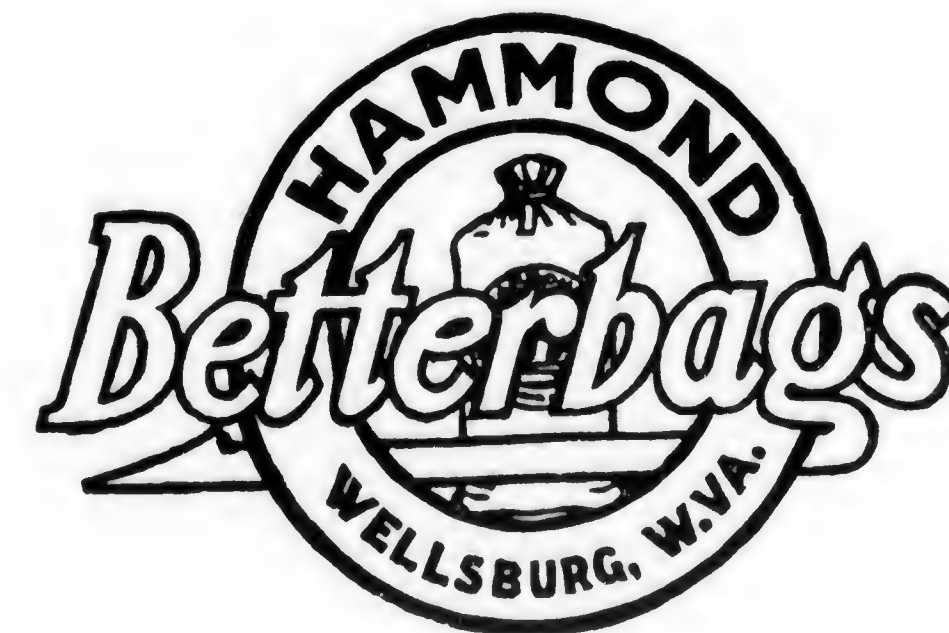
It's attractive—

It's clean—

It's strong—

It's convenient—

The PAPER bag for potatoes simply had to come. Its appeal to the buyer returns its slight cost to the grower, many times over.



### Hammond Bag and Paper Co.

WELLSBURG, W. VA.

BAGS FOR LIME, FERTILIZER, FLOUR, FEED AND POTATOES



### INSPECTION SERVICE PROVES BOON TO ASSOCIATION GRADES

The local potato inspection service inaugurated by the Pennsylvania Co-operative Potato Growers Association on November 15, 1936, has received praise from distributors and buyers throughout the State, almost without exception.

At present, eighty-five Association licensed inspectors are working out of the counties packing and marketing through the Association. These inspectors, all under the supervision of the Bureau of Markets, are approving packs which are strongly competing with famous foreign brands and giving Pennsylvania potatoes a proud name in their own markets.

"I believe that the habit of Co-operation which farmers have acquired is the biggest reason for optimism regarding the future of American Agriculture. The more deeply the roots of Co-operation are planted in the soil of America, the more surely will our American system be kept insulated against the inroads of un-American organization and institutions.—*Pa. Co-operative Review*



POTATO VISION OR MENTALITY embraces the use of the best lime for the preparation of stock spray solutions.

Growers With This Vision Use

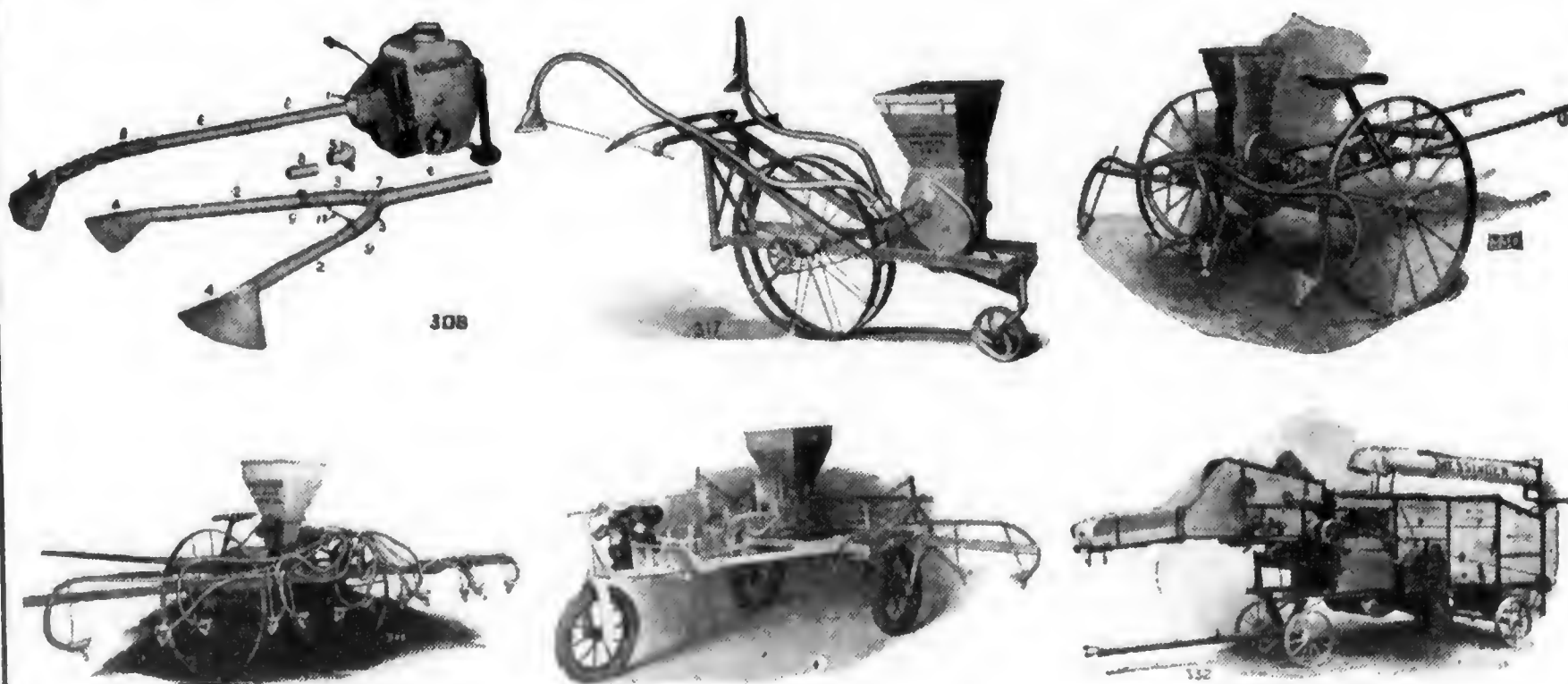
**WHITEROCK**  
LUMP—PEBBLE—HYDRATE

Meet us at the Potato Growers' Field Meeting Hershey, Pa., July 28th and 29th, 1937.

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Yes Sir! With its ample ground clearance . . . its controlled differential steering . . . its special working equipment . . . its five widths, the Cletrac cultivates all crops . . . potatoes, vegetables, even tall corn, efficiently, economically, profitably.

In addition, you have ample power for the heavy jobs . . . more positive traction in wet soils . . . wide ground contact for lightfootedness in soft, muck lands.

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CLEVELAND, OHIO

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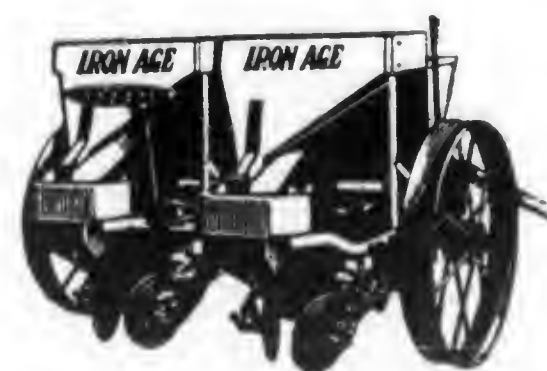
"During the past twenty years, Dr. Nixon has taught us the principles—now we must carry them out. It doesn't matter how well we have been taught, if we don't put the program into practice."—(From an Editorial by Mr. E. B. Bower in the "Guide Post.")

The **Deep-Planting Shallow-Covering** method causes early germination as the sun warms the soil near the seed. It reduces the danger of the rotting of seed and gives better control of weeds. Rhizoctonia or brown scurf is also greatly reduced..

This *Covering Method* is recommended by Dr. Nixon—as *regular equipment*.

*Follow through with Iron Age Potato Machinery—Planters—Sprayers—Diggers.*

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Assisted and Automatic Feed

VOLUME XIV      NUMBER 8

LIBRARY  
SCHOOL OF AGRICULTURE  
AND EXPERIMENT STATION  
THE PENNSYLVANIA STATE COLLEGE  
STATE COLLEGE, PA.

AUGUST • 1937

PUBLISHED BY THE  
PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED



## A Second Warning!

LATE BLIGHT has been found in a number of localities since the warning issued in the July issue of the "Guide Post." With heavy rains or continued wet cloudy weather in practically all sections of the State, the danger of a blight epidemic is upon us. Unsprayed and poorly sprayed fields are in a precarious position.

Many growers who are in a habit of carrying out a thorough spray program have been hampered by heavy rains or continuous wet condition of their fields. In view of the heavy vine growth since making previous applications, it will be advisable for many growers to make a double application as soon as weather and soil conditions will permit.

The spray boom should be set low in making the first application so as to cover all shoots or branches, and then be raised 6 to 8 inches for making the second application in order to cover all erect or tall plants.

The return of hot dry weather will tend to check the spread of blight and the immediate danger of severe infection. We cannot, however, predict the weather. The chances are that we will have additional wet periods favorable for infection and the spread of the disease as the season progresses.

With the blight so generally established, at this early date, growers should be well informed of the danger of infection and of the necessity of carrying out a thorough spray program to prevent losses, not only now, but at digging time and in storage.

L. T. DENNISTON

## The Market Outlook

by D. M. JAMES

With only part of the early Pennsylvania crop harvested, and the late crop still in the making, a definite appraisal of the fall and winter potato price prospects would be somewhat premature at this time. However, estimates of acreages and crop conditions in principal production sections give some indication of what may result if conditions are generally favorable during the remainder of the season, or, what effect unfavorable conditions in widespread areas might be expected to have on the fall and winter potato prices.

The buying trade has already discounted the possibility of a large late crop. This has depressed the early potato market quotations more than actual supplies would warrant. Recently the markets of the entire United States have been receiving a daily carlot supply of only 250 to 575 cars, in addition to truck receipts, and yet prices have remained very low and demand slow. In other words, receivers in city markets have been buying in small quantities believing a weak market more probable than any extended period of market strength. Truck movement has been a little heavier than normal for this season of the year to Eastern cities, while carlot movement has only been about 50% of normal. It is quite reasonable to suppose that many potato dealers who lost heavily last year on the girations of the potato market in a short crop year are not overly anxious to be caught napping this year, when an abundant crop seems more probable.

The July first report of the United States Reporting Service indicates a production of 404,299,000 bushels. If present prospects are realized, it will be the fifth largest potato crop of record. The largest crop was 427,249,000 bushels in 1928. Estimated production in 1936 was 329,997,000 bushels, and the five year (1928-1932) average production 372,115,000 bushels. Average yield indications on July first were 125.4 bushels per acre compared with 107.9 in 1936, and a ten-year average of 112.7. Potato vines are generally heavy and growing vigorously in most of the important northern areas from Maine to the Pacific Coast. In the North Central states, some late planted seed rotted in the ground because of heavy June rains. On July first, the crop in Aroostock County,

Maine, was in excellent condition, and making a very rapid growth under favorable conditions.

Reports from other sections show that New Jersey has a 10-million bushel crop in prospect, reporting the highest condition of the potato crop in the State. On Long Island and on the much islands upstate (New York) the crop is making a very good growth and looks promising. In other portions of New York the crop is very spotted. In Michigan, planting of the main late crop was hindered by wet weather. Although there was some danger of moisture shortage in Northern Michigan, three-fourths of the state seemed to be amply supplied. The crop seems to be progressing well in Wisconsin and in North Dakota. In Idaho, the crop was planted very late, but may come through to a good yield with favorable fall weather.

In Pennsylvania, the early potatoes have yielded well and the quality is excellent. Early reports of hollow-heart seem to be greatly exaggerated, although the largest tubers are affected in some fields. Although rains have been excessive in many sections of the state, the late crop appears to be growing well. The excessive moisture seems to have resulted in a light set of tubers in many fields, but has caused the potatoes to attain large size.

Although the condition of the main crop is generally reported favorable throughout the country, the late plantings caused by excessive spring rains present a greater hazard from frost damage to the potato crop than normally. There is also greater than average danger of blight ravage, since the vines are large, succulent and full of moisture. Therefore, although the acreage is large and the growing conditions have been favorable, it should be remembered that a 404 million bushel crop is *still to be made*. Such a crop is a long way from being harvested. It would not be unlikely that a crop considerably less than 400 million bushels would finally be dug, rather than one in excess of that amount.

It is unfortunate that Pennsylvania growers should have to sacrifice their early potatoes at ridiculously low prices based on a large late crop not yet re-

(Continued on page 17)



## Ten Days in Aroostook

by HARRY C. STOCKDALE

My work the past five weeks has taken me into potato growing sections in all Atlantic Coast States, except Florida. The last ten days in Maine have been most interesting.

Potato growers in Aroostook County, Maine, have just completed a series of meetings lasting nine days. Why all these meetings? Well, I am not so sure but what potatoes put up last year in paper bags by Pennsylvania growers did not have something to do with these Maine meetings. Anyway, all nine days were given over to attractive small consumers packages.

I spent four days making study of storages and the handling of potatoes from the time they are dug until loaded in cars. I had a long talk with a man who has supervised the grading, storing and shipping of potatoes for one of our big chain store companies for the past seventeen years. How many carloads a season he was too modest to tell, but I do not think 2000 carloads a year would be a bad guess.

He laughed when he related how he hesitated to take the job seventeen years ago because they wanted him to put up 100-lb. bags, he having been shipping in bags holding two bushels and three pecks. He thought it would be a nuisance putting up 100-lb. bags. Now he says he puts up 15-lb. bags and likes it. In the 1935 and 1936 seasons he shipped 524 cars in 15-lb. bags.

He made the interesting statement that the 15-lb. cotton bag is a thing of the past—"potatoes will be put up in paper bags from now on."

If you think, as I did, that potatoes are bagged very rapidly for shipment in Maine, you are mistaken. One car a day from a grader is the rule, either in 15-lb. bags or 100-lb. bags. There are some exceptions to this rule, but not many.

The motto in Maine is "grade properly." The supervisor I have mentioned above has had one car rejected by inspectors in seventeen years. When one understands this means many thousands of cars, it is a record and also answers the question why many housewives ask for Maine potatoes.

What I want to write of most is one storage in particular. I visited a great

number, but just this one interested me greatly. I can hardly say this storage is modern as it has been built twenty years. It is not built as a construction engineer or storage specialist would have it.

I drove 150 miles to see this storage because I was told potatoes keep from fall until the following August without withering or sprouting. The potatoes I found in this storage were cool, firm and in wonderful condition. Very little sprouting on the potatoes in spite of the fact that the doors of the storage had been left open much in the past few weeks while grading out last shipments.

In making careful study of this storage, it is my opinion three factors can be credited with perfect keeping of the potatoes.

An excavation was made into rather a steep bank for the storage, both side walls, as well as the back end, were made of stone, but I am confident cement would give the same results. The front end was walled in the same way except a heavy door was built into the wall. On the outside of the storage the ground has been banked up to the height of the wall—the wall being 14 ft. high. Up to this point the construction is much the same as any storage.

Now let us get to the three factors I am sure have most to do with this splendid keeping of the potatoes:

FACTOR ONE—The floor is damp earth.

FACTOR TWO—The ceiling is made of cedar poles, straw and sawdust. The cedar poles, which form the ceiling of the storage are supported on a ledge, probably some 18 inches from the wall, and every ten feet by stringers or plates, the plates resting on posts. Straw has been placed over the cedar poles to probably a depth of two feet. Then over the straw is at least a foot of sawdust.

FACTOR THREE—The roof is tin or sheet metal.

We know earth floor is good for the storage of potatoes, so no further explanation is needed as to this factor.

Straw and sawdust make good insulation against either heat or cold, and also take up surplus moisture. No moisture appeared on this ceiling of cedar poles, straw and sawdust, nor did any part of

(Continued on page 5)

## How Modern Are We?

by GEORGE A. STUART

Although the Moors, who are now fighting on the rebel side of Spain's Civil War, are armed with the most modern fighting equipment, even down to steel helmets and late model high speed tanks, their fathers, brothers and cousins, who remain at home in Morocco, still cling tenaciously to the most ancient of methods of agriculture.

Pictures on the inside of the Egyptian pyramids show the same type of plow as is in use in Morocco today that was used a thousand years ago. Wheat continues to be their principal crop, and the potato is hardly a factor in their daily diet.

The Pennsylvania picture is somewhat different. The potato grower has equipped himself with modern machinery. High speed tanks or tractors are used to cultivate the soil and under the tremendous "Big Four" program, poison and poison gases are being used to fight the potato bug and plant diseases. Potato production has gone modern. How about the marketing, then? Do we dare slip back into ancient custom when only half our job is done?

Until a few years ago, the Pennsylvania potato marketing methods were nearly as primitive as is farming in Morocco. Scooped up, ungraded potatoes were thrown on the market in fertilizer and bran sacks, while growers unheeding found outside states stealing their market.

Today, Pennsylvania has the finest set-up, and the most modern, for marketing potatoes of any state in the United States, yet last year less than one million bushels were marketed under the new system.

Approximately five hundred of our largest growers attended a meeting at the Pennsylvania Farm Show last winter and there heard outstanding Pennsylvania distributors assure them that buyers in this State want our Pennsylvania potatoes, well graded and packed in a new and clean consumer package.

Maine is spending over a hundred thousand dollars this year to advertise the quality of its products, and intends to pack in new clean paper bags and cartons. With such keen competition, should Pennsylvania refuse to concentrate on the necessity of grading and packing in

the consumer package, then we will need no fortune teller to show us who will supply the Pennsylvania distributor.

The Pennsylvania potato grower, through years of experience and experimentation, has learned the art of producing a real potato. Will they, now, when the need is so urgent, grasp quickly the vision within sight, and place their potatoes on the market cooperatively in confident competition with any other brand?

### TEN DAYS IN AROOSTOOK

(Continued from page 4)

the potatoes in the bins show moisture during the time stored.

It is only reasonable to believe sawdust and straw take up a great deal of moisture, if so a reconditioning of the straw and sawdust each year is necessary—here is where the tin roof plays its part. All during the hot summer days this tin roof acts as a drying oven, therefore, each summer the sawdust and straw are perfectly dried and ready for another winter's storage.

You will ask, as I did, why rats do not work in the sawdust and straw—the owner assured me they have not in the twenty years the storage has been built. Why? Well, your guess is as good as mine.

Potatoes in this storage are usually piled to a depth of 13 ft.

It is interesting to know that in conducting storage experiments in Maine last year, potatoes were piled to a depth of 25 ft. and seemed to keep well and showed no bad results.

### DAYS OF AUGUST

It is not the work but the worry,  
That makes the world grow old;  
That number the years of its children  
Ere half their story is told;  
That weakens the faith in heaven  
And the wisdom of God's great plan.  
Ah! tis not the work, but the worry  
That breaks the heart of a man.

"Not what men do worthily, but what they do successfully, is what history makes haste to record."—H. W. Beecher



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### POTTER COUNTY POTATO FIELD DAY AND TOUR

The Potter County Potato Field Day and Tour, Tuesday, August 24, promises to be one of the big potato events of the State. The itinerary of the day follows: Register at the Court House Square in Coudersport at 9:30 A. M.

#### FIRST STOP

A. C. Ramseyer farm on Sweden Hill. Things to see: Dr. Nixon's experimental research field of 10,000 seedlings. Large field of Red Bliss. Large field of Nittany. Preparation for next year's potato crop. 100-acre field of soybeans. Land improvement practices. Digging operations with modern equipment.

#### SECOND STOP

E. R. Blass farm, Sweden Hill. What you will observe: Russet Rural seed field. Nittany seed field (He is the original Nittany grower.) Proper land preparation. Potato storage construction from old dairy barn. Soybeans for sheep pasture and potato land improvement. Potato equipment used on this farm.

#### THIRD STOP

Coudersport Consistory. Dinner and entertainment. Crowning of the Potato Queen. Christening of a new variety. Pipe organ recital. Dinner 50c.

#### FOURTH STOP

Storage house of Fisher and Barnett at Raymond. Latest type of potato storage. Potato grading and handling equipment. Potato growing, conditioning, packing and loading. Pennsylvania marketing plan.

#### FIFTH STOP

Farm of Fisher and Barnett near Ulysses. Equipment for handling 200 acres of potatoes. Water supply system. Potato land preparation. Exhibit of new equipment in the field of potato growing. 100 acres of Nittany and 100 acres of Russet Rurals.

#### SIXTH STOP

A. C. Ramseyer storage at Coudersport. Grading and handling equipment. Packing Red Bliss seed potatoes for Florida.

Guides will be available to pilot groups or individuals to any seed field in the county. County groups or tours will be given special attention.

### EDITORIAL

Early last month a conference of potato and vegetable growers convened at Washington, D. C., and made recommendations to the government with regard to various things which should be done for the improvement of the potato industry of the nation.

Among the many things which, perhaps, have less bearing on our industry, such as soil conservation, marketing agreement, surplus removal and farm credit, they recommended specifically the items following:

It is significant that so much of the program, as adopted by the Pennsylvania Cooperative Potato Growers' Association, Inc., merits the confidence of a national group of representatives from all over the United States.

In column one, we present the program which was adopted by the Pennsylvania Cooperative Growers' Association and subsequently incorporated in the constitution and by-laws of the Association. Column two, the recommendations to the Federal government.

The Program as Adopted by the Pennsylvania Cooperative Potato Growers' Association, Inc:—

1—To determine standard grades high enough to meet exacting demands for all practical consumer acceptance, and yet low enough to make the best of our local crops. To encourage the promotion of cooperative grading and selling units in the various counties of the state.

2—There have been fourteen Joint Conferences between the Directors of the Pennsylvania Cooperative Potato Growers' Association and the representatives of the Food Distributors of Pennsylvania (independent and corporate chains), representing 17,000 retail stores.

3—To bring together for mutual cooperative effort and service, all agencies engaged or interested in the production, transportation, marketing, and utilization of potatoes.

4—To determine the true status of the potato in the diet of the normal and sub-normal person.

5—To adopt and trade-mark a distinctive, practical and attractive pack of a size to meet the widest market demand.

To pack all potatoes sold under the Association marketing project in these trade-marked bags.

Twenty-five thousand dollars has been appropriated to the State Department of Agriculture for the improvement of the potato industry in such manner as the Secretary may see fit.

6—To set up machinery by which sizing, grading and packing of the adopted brands will be guaranteed to the consumer and made available in sufficient volume to interest large purchasers. To require that potatoes packed in the Association trade-marked bag be certified to by qualified inspectors. No grower shall be allowed to inspect his own pack.

Growers desiring to market through or pack in the Association trade-marked sacks shall at all times conform to the grading rules of the Association.

At the last session of the Legislature, a Grade Labeling Law was enacted.

7—To stimulate the investigation of methods for the profitable utilization of surplus and cull potatoes.

8—To create and maintain a system of crop reporting for the mutual benefit of our growers. To collect and disseminate the best available information relative to both practical and scientific phases involved in increased yields coupled with lowest costs.

Recommendations of the National Conference of Potato Growers as Made to the U. S. Department of Agriculture:—

1—That growers form strong organizations to standardize their products and to increase their bargaining power to deal more effectively with large distributing concerns.

2—That a conference of growers and representatives of mass distribution be called, preferably by the Secretary of the U. S. Department of Agriculture, to consider the possibilities of a joint program.

3—That greater correlation of production and marketing activities in the research and educational work of the Departments of Agriculture and state Agricultural Colleges, by placing greater emphasis on marketing, distribution, consumer demand and efficiency in marketing methods.

4—That there is great opportunity in improving the health of our people as a whole, and also benefitting potato growers through public education in the value of a properly balanced diet.

5—That federal and state institutions give greater attention to research in the fields of advertising and the promotion of consumption, including effective and logical methods of financing and conducting advertising campaigns.

6—That there is greater use of uniform grade standards and inspection methods to improve the quality of potatoes shipped to market, and to curtail certain unfair practices as misbranding and short weights.

7—That the department conduct research studies dealing with the possibilities and development of new uses and new outlets for potatoes, as a means of handling surplus.

8—That the problem of growers in planning acreage, and in orderly marketing of crops require for solution accurate information in the way of crop data, price quotations and analysis of supply and demand factors.

"A smooth sea never made a skillful mariner; neither do uninterrupted prosperity and success qualify men for usefulness and happiness. If adversity hath killed his thousands, prosperity hath killed his ten thousands; therefore, adversity is to be preferred. The one deceives, the other instructs; the one is miserably happy, the other happily miserable; and therefore many philosophers have voluntarily sought adversity and commend it in their precepts."—Burton.



## THE FIELD MEETING

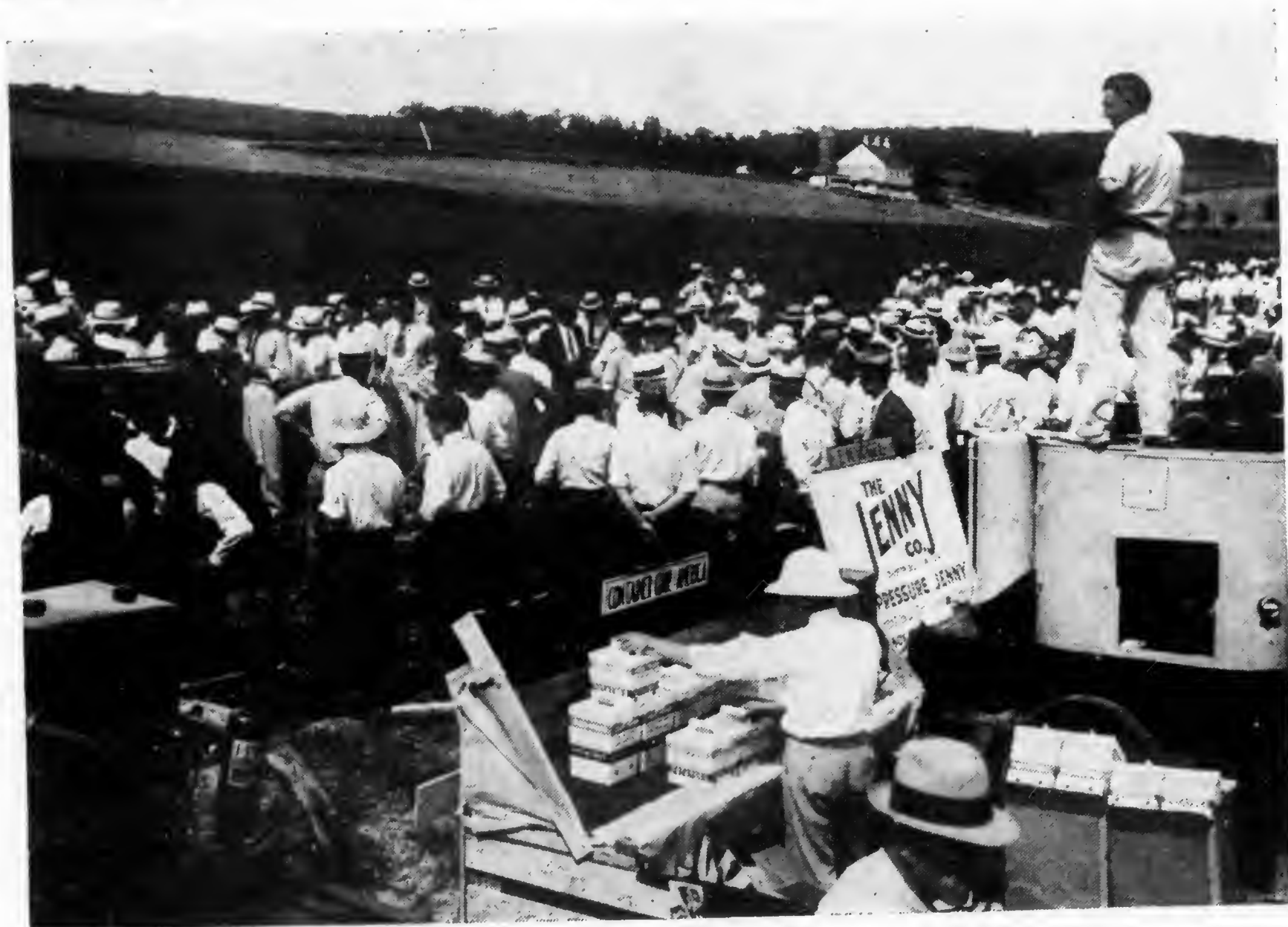
It was a great meeting!

As a conservative estimate, we'd say three thousand spud growers from fifty-odd Pennsylvania counties happily banded together at Hershey late last month—almost one-sixth of these from Lehigh—to take part in the Association's biennial Field Meeting.

Foreign states whose visitors "made" our registry book included Florida, Ohio, New York, New Jersey, West Virginia, District of Columbia, Maryland, Delaware, Michigan, and Illinois. A Canadian

and disease resistance from the start. During the meeting Dr. Nixon won a hat full of cigars over a wager that a field of this potato contained no hollow heart, and he showed there a one and one-half acre plot which is expected to yield 700 bushels an acre.

At these events, women and children were conspicuous by their absence, yet the registration showed that some really were in Hershey. Further checking found at least three times over those in the book in the Hershey Park—visiting



Group of growers gathering to see demonstrations on the Hershey Estates. The chap on the "grand stand" is Indiana County's Jack Warner.

representative—from Ontario—also registered.

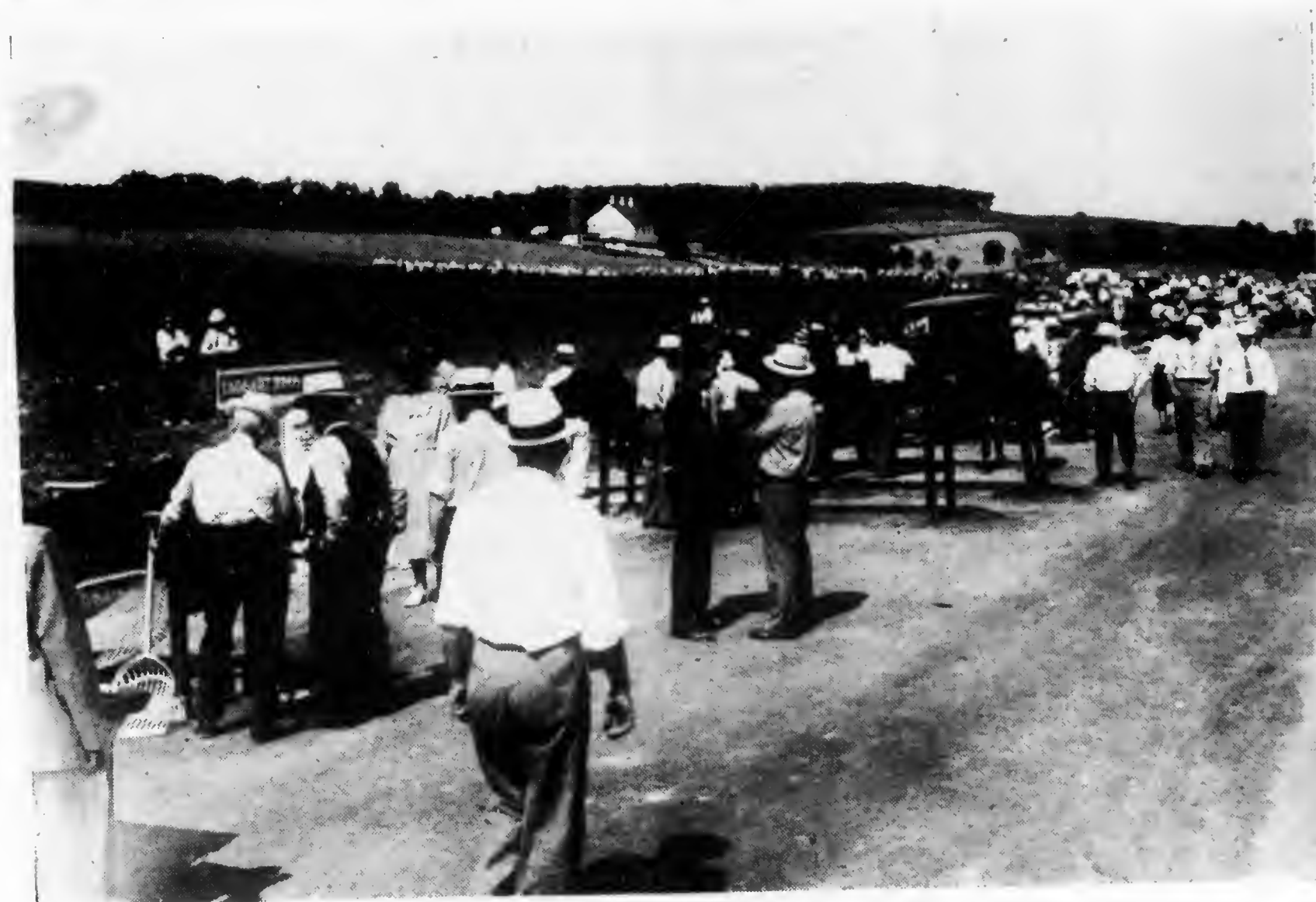
Growers enjoyed an enormous educational program at the demonstrations and the tours of various exceptional fields—outstanding of which was the ten acre experimental field of the "Nittany," the new early potato developed by Dr. E. L. Nixon in Potter County, which is proving to be well adapted to the Pennsylvania climate and soils.

This variety, selected from over 3,000 seedlings, has showed yielding ability

the zoo, riding varied and numerous amusements, picnicking, boating and bathing.

Hundreds took a tour through the Hershey Chocolate factory, where forty tons of chocolate kisses alone are made in a day, and saw the manufacturing process step by step—one of the most interesting evolutions any of us will see for many months to come.

Scouting expeditions showed these visitors many of the town's unusuals—the Industrial school, attended by 900 orphaned boys from all parts of the state;



One portion of Exhibit Highway and demonstration fields during potato growers summer meeting at Hershey.

the public schools, the largest consolidated public schools in Pennsylvania; and the beautiful community buildings.

Men joined their families in the Park for the splendid band concert after supper, and most of them had to "do" the amusements all over with the youngsters. Incidentally, many of them had such a

big time of this that they never did get up to the Industrial school for the evening program, which was well worth attending—both for the splendid address



One of the free shows at the Hershey field meeting. On the left is Battling Bringham, of the Connecticut Briggams, while on the right we have our own Speed (Bing Crosby) Stuart. The bout, unfortunately, was called to a halt by the referee when both contestants swallowed their cigars.



Bureau of Markets display of well packed Pennsylvania potatoes in various grades. This shady booth was the source of much good grading information.

of welcome from Mr. M. S. Hershey and for the clever show presented.

But we can't tell those who did attend anything they didn't see or do themselves—or modestly, with half enough praise—and there is little use making those who were unable to be with us too

(Continued on page 20)



## THE GROWERS' MAIL BAG

—(EDITOR'S NOTE: Following is a letter received from Mr. Robert Getz, prominent Carbon County grower, and prompted by the publication of growers' names with our recent article, "Lest We Forget." Dozens of similar letters have found their way to this office. All are appreciated. We only regret that circumstances made it impossible to contact all growers in order that they, too, might be on the band wagon to pay their individual tributes.

Albrightsville, Pa.  
July 16, 1937

Mr. E. B. Bower, General Mgr.,  
Pa. Coop. Potato Growers'  
Association, Inc.  
Bellefonte, Pennsylvania

Dear Mr. Bower:

By looking over the names in the "Lest We Forget" article, I find no names of growers from Carbon County who are listed as following the methods and principles of Dr. E. L. Nixon, and yet we do have a potato growers' Association which should have forwarded you the names of its members for publication if requested.

Since our county was not represented, I, for one, want my name to go down as one who is following the principles of Dr. Nixon, have found them proven by practice, and that I have not forgotten.

Furthermore, I am interested in the marketing program, and shall discuss it with you at Hershey, Pennsylvania, during the field days.

I am,

Your truly,  
ROBERT GETZ

(EDITOR'S NOTE: This letter reached us indirectly after it had gone to the entire group of Lehigh County growers. We publish it here because we believe it signifies real service, and because we believe such a spray record is highly commendable. How many growers record their spray results individually? It's a good plan!)

### POTATO SPRAY LETTER

Allentown, Pa.  
July 19, 1937

Dear Sir:

What was responsible for the increase in potato spraying in Lehigh County about ten years ago? There may have

been other reasons, but the principal one was the late blight epidemic from 1923 to 1928. Blight causes premature dying of the potato stalks, followed by rotting of the tubers.

Since 1928, we had mostly dry weather and no blight rot. Will 1937, with the recent heavy rains, produce a blight condition? Our guess is that we are facing a dangerous situation. Blight cannot be controlled in a potato field, but it can be prevented by spraying.

Reports have been received that late blight has already started in the mountain regions of Pennsylvania.

It should, therefore, not be necessary to point out the importance of regular and careful spraying at this time. In cases where the spraying schedule has been held up so that there is poor coverage, it would be better to make a heavy application now, with at least 150 gallons per acre with 4-4-50 formula, rather than to increase the strength of the Bordeaux.

In reviewing these figures it is significant that from 1917 to 1922 inclusive, the increases were not so high, as methods were not nearly so effective. From 1924 to 1928 inclusive, we had wet seasons with considerable late blight loss in unsprayed fields. Then, from 1929 to date, conditions were somewhat abnormal because of extreme heat and dry weather (except in 1934). During this latter period, greater efficiency was practiced, with better equipment, higher pressure, and more thoroughness, which again proves that potato spraying as now being practiced in Lehigh County can be done at a profit.

Year	Increase Due to Spraying
1917	32 bu. per acre
1918	52 bu. per acre
1919	51 bu. per acre
1920	92.5 bu. per acre
1921	27 bu. per acre
1922	52 bu. per acre
1923	107 bu. per acre
1924	108 bu. per acre
1925	111 bu. per acre
1926	126 bu. per acre
1927	176 bu. per acre
1928	154 bu. per acre
1929	85.5 bu. per acre
1930	76 bu. per acre
1931	100 bu. per acre

(Continued on page 16)

## Harvest and Store Potatoes Carefully to Prevent Rot

by L. T. DENNISTON

### STORAGE FROST OR FREEZING

A number of factors contribute to the rotting of potatoes at the time of harvest and later when the tubers are stored. The chief causes are: late blight, fusarium wilt, field frost, storage frost, excessively wet field conditions, heating of potatoes after digging, and injury to the crop while digging and storing. Fortunately, rot from these sources can, for the most part, be prevented or controlled.

### BLIGHT ROT

Blight rot is not a factor in fields or crops that have been well sprayed, as blight is present, dig if possible, when blight does not infect such fields. When the soil and weather are dry; avoid all possible skinning or injury to the tubers in digging, and throw out all tubers showing signs of rot or decay; place the potatoes when dug in temporary storage, such as a barn or shed floor, where they can become thoroughly dry; after from ten days to two weeks in temporary storage, the crop should be graded, removing all tubers showing signs of rot or decay.

### FUSARIUM AND OTHER WILT ROT

Fusarium and other types of wilt affecting the plants in the field during the growing season and attacking the tubers before and after digging are responsible for heavy losses in many crops. Ordinarily, the longer such crops are in storage after digging, the greater will be the loss by rot. The best means of combatting rot caused by the various types of wilt is through the use of disease-free seed which insures a minimum amount of wilt infection.

### BREAKDOWN DUE TO FIELD FROST

Field frost is most common with late plantings, since these crops do not mature before the first killing frosts. Much field frost could be prevented each year by the avoidance of extremely late planting and by diligence on the part of growers in digging their crops, taking advantage of good digging weather previous to the usual date for the killing and injurious frosts. Field frost is one of the worst sources of rot, and it is almost impossible to grade out these injured potatoes. If many of the tubers are frosted, permanent storage is questionable, as tubers will continue to breakdown in the form of a wet rot often smearing many of the uninjured tubers and paving the way for their breakdown.

Storage frost or freezing results from inadequate insulation, whether the potatoes be stored in an underground storage, built over barn storage, house cellar, or in pits. Except for the hazard of fire, one might suggest the use of heat by a small stove to combat extremely cold periods when the storage temperature drops below 34 degrees. Thermometers that will give the correct reading should be available in all potato storages and readings should be made at various intervals and at different points in the storage. Storage frost or freezing results in the complete breakdown of the tubers, or in discoloration of the flesh, rendering them unfit for seed or consumption. In addition to being frost-proof, the storage should be reasonably dry. A constant temperature of 36 to 40 degrees will insure long keeping with little sprouting and a minimum amount of shrinkage.

### BACTERIAL ROT

Excessively wet field conditions often result in bacterial rot. Wet spots in some fields often give a percentage of this type of rot even in normal seasons. Better drainage will help this condition in many fields. Loss from this source of rot is often severe in wet digging seasons.

### BREAKDOWN FROM HEATING

Heating of potatoes after digging, which results in discoloration or breakdown may be due to: digging the tubers too green; excessive skinning or bruising in digging and storing; digging when the temperature is too warm; piling excessively deep in storage, with considerable dirt going in with the tubers; lack of ventilation in the storage for the period immediately following digging; or heating due to breakdown from field frost or blight infection.

Sound mature potatoes that are dug on a cool fall day, with reasonable care in handling, can be placed in storage without any fear of breakdown or heating, provided ample ventilation is provided during the first few weeks after digging. Avoid excessively deep piles, and avoid the immediate storage of crops

(Continued on page 22)



# RULES and REGULATIONS

*For enforcement of the provisions of the act relating to the sale of grapes and potatoes in Pennsylvania*

**All potato growers should immediately acquaint themselves with these Rules and Regulations, effective August 20, 1937, as established by Secretary J. Hansell French, of the Department of Agriculture.**

In accordance with the provisions of Act 275, approved May 28, 1937, relating to the grading and sale of grapes and potatoes, packed or repacked in this Commonwealth, I hereby establish and promulgate, after investigation, the following Rules and Regulations for the enforcement of the provisions of this Act, effective August 20, 1937.

**GRADES**—The Pennsylvania Grades for Grapes and Potatoes shall be identical in their requirements with the standards established by the Secretary of Agriculture of the United States, commonly known as "United States Grades."

**MARKINGS**—The use of tags or labels shall be optional with the packer, but whenever used, all markings required by Section 3 of the Act, to wit: the grade; the contents in cubic measure or weight; the name and address of the person or association under whose authority the packing is done must appear on such tags or labels.

**TAGS, LABELS**—Tags or labels for bushel bag containers or other closed packages holding 50 pounds or more, shall be not less than 5¼ inches by 2¾ inches, and marking shall be done in type not smaller than ⅛ inch high with the exception of the grade marking, which must be in type not smaller than ¼ inch high.

Tags or labels for peck bag containers or other closed packages holding up to 50 pounds, shall be not less than 4¼ inches by 2⅛ inches, and marking shall be done in type not smaller than ⅛ inch high with the exception of the grade marking, which must be in type not smaller than 3/16 inch high.

Tags when used with bags, shall be attached in connection with the usual process of closing the filled bag, or may be attached with wire and lead seal. Tags when used with wooden containers, shall be nailed on the top of the container.

Labels when used with wooden containers, shall be securely pasted on the top of the container.

**MARKING CONTAINERS**—When tags or labels are not used, all markings on packages constituted of cloth, burlap, or other suitable materials except paper, shall be done in letters not smaller than ¾ inch high with the exception of grade marking, where letters shall be not smaller than 1½ inches high. All markings on paper packages shall be done in letters not smaller than 3/16 inch high with the exception of the grade marking, where letters shall be not smaller than 5/16 inch high.

*All markings shall be plain and legible, and may be printed, may be done by hand with printed letters, or with rubber stamps.*

J. HANSELL FRENCH  
Secretary, Department of Agriculture  
Commonwealth of Pennsylvania

It has long been a practice in this Commonwealth to utilize certain colors in tags, labels, package markings, sales display signs, etc., as indicators of the qualities of Pennsylvania farm products. Wholesale and retail buyers have, in general, become accustomed to the practice and identify certain colors with certain grades.

To improve this popular and widely accepted method and to reduce fraud through misconception, it is deemed wise to establish a uniform use of such colors in connection with Pennsylvania Farm products—Farm products to include agricultural, horticultural, vegetable, fruit and floricultural products of the soil, live stock and meats, wool, hides, poultry, eggs, dairy products, nuts, mushrooms and honey.

Therefore, by virtue of the authority conferred upon me by Section 1 of the Act approved the 4th day of April, 1929 (P. L. 144), the following limitations are imposed upon the use of colors in tags, labels, package markings, sales display signs or other devices employed as indications of grades, where grades are now, or may be established hereafter, effective three months from the date hereof, to wit:

*Blue* shall be representative of, and used only with the first grade.

*Red* shall be representative of, and used only with the second grade.

*Green* shall be representative of, and used only with the third grade.

*Orange* shall be representative of, and used only with the fourth grade.

Witness my hand and the Official Seal of the Department of Agriculture, Commonwealth of Pennsylvania, this 22nd day of July, 1937.

J. HANSELL FRENCH  
Secretary, Department of Agriculture  
Commonwealth of Pennsylvania

## Growers!

As a service to all potato growers, the Association office at Bellefonte, Pa., will make available properly printed tags for all grades of potato packages.

Full particulars might be had by writing this office.



## POTATO CHIPS

Are Pennsylvania potato growers disheartened because the price of spuds is considerably lower than a year ago—with a 400 million U. S. crop in prospect? To answer that question, I'd say, "No, No, a thousand times, No!" And why should they be, with the world's largest markets close by and more marketing assistance being offered them than ever before?

\* \* \*

And speaking of marketing assistance, brings one smack up against a barrage of marketing activities which any Pennsylvania grower would have believed impossible if predicted five years ago. To take stock briefly, we find that we have a state-wide cooperative marketing association ready to sell the potatoes of any grower, group of growers or shipper, no matter how big or how small. We have a group of 17,000 organized retail stores pledged to use Pennsylvania potatoes first, other things being equal. We have the State College Extension Service prepared to furnish all the educational marketing assistance requested. We have the State Department of Agriculture prepared to furnish all the grading and regulatory assistance requested. We have a potato branding law on the Statute books, placed there through the efforts of the growers themselves. And last but not least, the weight bushel has been outlawed by the adoption of official state standard bushel and peck bags. Yes, Brother-tiller of the soil, it looks as if better potato marketing in Pennsylvania has finally arrived.

\* \* \*

What can Mr. Average Potato Grower do to profit by these new services? First, he should develop a potato marketing mentality abreast of the times. Then, if he needs more information on the official potato grades, he should contact his County Agent. If he needs more information about the branding and volume bushel laws, he should contact the State Department of Agriculture. If he needs better marketing outlets, he should consult one of the many local marketing groups, local buyers or the central office of the State Association. But above all, he should once and for all resolve not to sell to the fly-by-night potato truckers who have no moral or financial reputation and who care nothing for the reputation of Pennsylvania potatoes.

I see by the papers that a nation-wide delegation of potato growers recently requested Secretary Wallace to seek legislation requiring that all potatoes moving in interstate commerce be branded in terms of the U. S. grades or as unclassified. It looks as if the day of fooling Mrs. Housewife with inferior spuds may soon be a thing of the past. When she buys oranges, apples, canned goods or most any other food-stuff, she usually knows what she is getting—but alas, too often in buying a peck of tubers she purchases "a pig in a poke." Not too healthy a condition for greater consumption of potatoes in the keen competition for greater consumer confidence.

\* \* \*

The recent session of the Pennsylvania legislature appropriated half a million for advertising the Keystone State. If Agriculture gets its just share of this advertising, as it should, what better use than for the advertising of Pennsylvania potatoes? And the potato industry of the State should see that this very thing be done.

\* \* \*

A recent issue of the "Michigan Potato Growers Exchange" magazine contained a thought-provoking article on potato consumption and advertising. To quote: "Pick up any periodical and you will find articles, recipes or illustrations extolling the virtue of something edible—except the potato—or go into any grocery store and take a look at brightly cartoned or canned foods—put up to catch the housewife's fancy—until you come across the potato bin, which is more than likely full of dirty, knotty, misshapen tubers. In the face of these conditions, is it any wonder that the sale and consumption of potatoes has dropped off from year to year?" It is high time that potato growers take definite and strenuous steps to correct such an appalling situation.

\* \* \*

Which brings up the matter of loyalty. What institution can succeed without the loyalty and enthusiastic support of its members? As potato growers, we must be loyal to our industry. As Pennsylvanians we must be loyal to our State potato industry. As members of local marketing units, we must be loyal to them and likewise to our state-wide or-

(Continued on page 22)

## Do Your Potatoes Look Healthy?

Do not be fooled by the dark green color of your potato plants. This may look like a healthy and vigorous condition, whereas actually it may be a sign of potash deficiency.

A healthy potato plant should have a bright green top in contrast to the dark, blue-green color caused by lack of available potash or a light yellow-green color due to lack of nitrogen. Potash-starved tops cannot do their full work in filling out the young tubers that were set earlier in the season.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation.

Write us for additional information on the use of potash.

---

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



## Seed Potato Certification in Pennsylvania

by K. W. LAUER

We produced 207,472 bushels of certified seed potatoes in Pennsylvania in 1936. This was the second largest crop ever produced in this state. There are prospects, however, that the crop of certified seed produced in Pennsylvania this year will exceed any single previous crop ever produced.

Weather prospects as a whole have been favorable for a good crop of seed. In the Potter County area, however, the fields have been suffering from lack of moisture while in some of the southern and southeastern counties there has been an excessive amount of rain. Some fields in the Cambria County section have had ample rain while other small areas have been dry.

Fields inspected for certification this year are showing up very nicely. The disease counts are running very low and most fields are showing lots of thrift and vigor. Stands, as a whole, are good except on the Katahdin variety. Many fields of this variety are showing poor stands.

The acreage entered for certification this year has already exceeded the acreage entered in any previous year. By the time the first inspection is completed we expect to have close to 1,200 acres under inspection. This acreage will be given from 1 to 3 inspections. Last year there were 923 acres entered for certification, out of which we certified 740 acres.

In previous years the Russet variety was the leading variety grown for certification; this year, the Nittany is the leading variety at this stage of the inspection work. Over 365 acres of this variety have already been inspected. Less than 225 acres of Russets have been inspected so far this season. By the time the first inspection is completed, however, we expect there will be nearly 350 acres of this variety certified.

The Nittany is a comparatively new variety developed by Dr. Nixon. The foliage of this potato is apparently more erect growing than the Cobbler. Tubers of the Nittany are smoother and not so deep-eyed as the Irish Cobbler. In 1936 we produced over 22,000 bushels of certified seed of the Nittany variety. Practically all of this seed was planted in either Pennsylvania or Ohio. Growers

who have tried this variety appear to prefer the Nittany to the Irish Cobbler.

Several years ago a trial lot of seed of the Nittany was shipped to Maine. This year, from this small lot of seed, one of our Pennsylvania growers was shipped sufficient seed to plant an 80-acre field. The small lot shipped to Maine was propagated for several years and today there is a considerable acreage of the Nittany being grown by Maine growers.

The varieties certified so far this season in the order of acreage are as follows: Nittany, Russet, Bliss Triumph, White Rural, Katahdin and Irish Cobbler.

### THE GROWERS MAIL BAG

(Continued from page 10)

1932	-----	90	bu. per acre
1933	-----	106	bu. per acre
1934	-----	180	bu. per acre
1935	-----	87	bu. per acre
1936	-----	81	bu. per acre

Yours truly,

A. L. HACKER,  
County Agent

—0—

Elverson, Pa.  
July 15, 1937

To the GUIDE POST:

It was July fifteenth!

The potatoes were sprayed for the week; the cultivating was finished for the season; the wheat was threshed; and the grain hauled to the mill.

So a couple of us guys decided to take several days off to go on our annual tour to see what other "potato bugs" were doing.

We traveled west, by way of Lancaster, on through Harrisburg, past the farm of John Richter and on to Amity Hall in time for breakfast.

We didn't stop again until we reached State College. Of course, we couldn't pass "Doc" Nixon's farm without seeing what was going on there. We arrived here right after a good rain and we decided the crops looked fine. Visiting here, one cannot help but believe "Doc's" story of soil building with humus when such a growth of potato vines covers a farm that once was considered worthless.

From "Doc's," we went on to Mrs.

Kepler's farm. Crops here looked fine, too. We were sorry to learn, though, that Mrs. Kepler's best horse had died the night before, as the result of shock from lightning a few days previously.

After lunching in State College, we went over to Bellefonte and paused briefly there for a visit with Mr. Bower.

Then we headed for Ohio, stopping in Butler, Pennsylvania, for the night. The next morning we went on to Smithville, Ohio, where we were surprised to see our closest neighbor, who was visiting relatives there.

We went directly to the A. C. Ramseyer farms, where Mr. Ramseyer welcomed us as he always does the "Pennsylvania Dutch." He took us around to see his potato farms. Here we were amazed at the sight of acres and acres of the Nittany potato. They couldn't have looked any better. The Russets also looked fine. In our drive around, we noticed a strip of lowland that was being tilled because it was not in condition to be farmed. Before we left, Mr. Ramseyer's nine-year-old son beat us eating a pint of ice cream!

(Continued on page 21)

### THE MARKET OUTLOOK

(Continued from page 3)

alized. Not that Pennsylvania growers can control the prices offered for potatoes, but they can refuse to sell to buyers who under-bid the market with cries of "Large crop full of hollow-heart!" Quality may be more of a factor in the market quotations of Pennsylvania potatoes this year than previously, particularly after August 20th, when the potato branding law goes into effect. After that date, all closed packages of potatoes must be branded, tagged or labeled to specify one of the U. S. Grades or "Unclassified." Potatoes shipped from other states and offered for sale in Pennsylvania cities are subject to provisions of this act, as well as the potatoes packed in Pennsylvania. It is quite probable that potatoes of high quality, properly labeled, will sell at a greater spread over the inferior potatoes than in previous years.

The following table gives the complete United States Department of Agriculture report of the 1937 potato crop prospects, by states, showing acreages, condition and indicated production:—

# Boggs

## The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—  
there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.



STATE AND GROUP	Acreage		Condition July 1			Average 1928-32	Production 1936 Thousand Bushels	Ind. 1937
	1936	1937	Average	1936	1937			
	Thousand Acres	Thousand Acres	1923-32	Percent				
SURPLUS LATE POTATO STATES:								
Maine -----	160	179	89	85	88	44,078	44,000	51,910
New York -----	220	229	85	76	82	27,942	26,400	28,625
Pennsylvania -----	199	203	84	81	87	24,653	26,268	26,390
3 Eastern -----	579	611	--	--	--	96,673	96,668	106,925
Michigan -----	275	283	85	74	84	23,371	26,125	29,715
Wisconsin -----	245	247	87	81	88	24,311	20,090	25,935
Minnesota -----	266	250	84	73	86	29,620	12,502	25,000
North Dakota -----	94	122	81	54	83	8,807	5,170	9,150
South Dakota -----	27	28	85	53	82	3,971	783	2,100
5 Central -----	907	930	--	--	--	90,081	64,670	91,900
Nebraska -----	86	74	88	67	78	9,526	4,730	5,180
Montana -----	16	21	83	69	77	2,042	1,520	1,932
Idaho -----	106	119	88	86	88	21,723	22,260	25,535
Wyoming -----	21	24	88	72	89	2,422	1,365	2,640
Colorado -----	100	106	86	80	85	14,584	18,500	19,080
Utah -----	12.2	13.4	87	84	87	2,082	1,830	2,077
Nevada -----	2.9	3	87	83	89	491	406	465
Washington -----	45	50	86	85	86	8,047	8,010	8,750
Oregon -----	43	49	91	90	88	5,084	7,310	7,840
California -----	49	65	86	85	73	7,718	12,985	16,250
10 Western -----	481.1	524.4	--	--	--	73,719	78,916	89,799
TOTAL 18 SURPLUS LATE	1,967.1	2,065.4	--	--	--	260,473	240,254	288,624
OTHER LATE POTATO STATES:								
New Hampshire -----	9.8	10.2	87	87	82	1,350	1,666	1,581
Vermont -----	16.5	16.7	88	81	85	2,206	2,392	2,254
Massachusetts -----	16.1	17.1	86	86	88	1,598	2,415	2,394
Rhode Island -----	4	4.3	87	85	90	376	720	774
Connecticut -----	16.7	17.2	87	85	90	1,978	2,839	2,924
5 New England -----	63.1	65.5	--	--	--	7,509	10,032	9,927
West Virginia -----	32	32	81	52	86	3,445	1,920	2,720
Ohio -----	130	129	82	61	76	11,435	14,040	12,255
Indiana -----	57	57	81	54	83	5,198	4,617	5,130
Illinois -----	43	43	81	59	85	4,511	2,666	3,956
Iowa -----	67	64	89	75	89	7,047	3,551	5,760
5 Central -----	329	325	--	--	--	31,636	26,794	29,821
New Mexico -----	5	6	82	75	80	346	450	450
Arizona -----	2	2	85	88	78	222	180	150
2 Southwestern -----	7	8	--	--	--	568	630	600
TOTAL 12 OTHER LATE	399.1	398.5	--	--	--	39,713	37,456	40,348
30 LATE	2,366.2	2,463.9	--	--	--	300,186	277,710	328,972
INTERMEDIATE POTATO STATES:								
New Jersey -----	55	58	83	87	93	6,603	9,130	10,208
Delaware -----	5	6	77	69	89	406	475	570
Maryland -----	28	28	78	65	89	3,339	2,940	3,500
Virginia -----	82	94	78	64	83	14,328	7,380	12,596
Kentucky -----	47	47	80	34	85	4,207	1,692	4,418
Missouri -----	55	53	78	52	77	5,451	2,860	4,611
Kansas -----	30	34	78	61	71	4,878	1,710	2,516
TOTAL 7 INTERMEDIATE	302	320	--	--	--	39,212	26,187	38,419
37 LATE & INTERMEDIATE	2,668.2	2,783.9	--	--	--	339,398	303,897	367,391
EARLY POTATO STATES:								
North Carolina -----	82	92	80	42	78	7,540	5,986	9,200
South Carolina -----	18	23	76	53	60	2,748	1,656	2,553
Georgia -----	16	18	75	34	64	939	768	1,116
Florida -----	27	34	--	--	--	2,956	2,349	4,080
Tennessee -----	40	38	78	32	78	3,040	1,480	2,964
Alabama -----	32	43	75	54	62	2,359	2,784	3,698
Mississippi -----	16	20	76	66	71	834	1,088	1,360
Arkansas -----	43	43	76	53	69	3,010	2,365	3,258
Louisiana -----	39	43	73	70	63	2,355	2,652	2,666
Oklahoma -----	33	33	78	51	70	3,245	2,112	2,541
Texas -----	44	53	74	62	53	3,692	2,860	3,392
TOTAL 11 EARLY	390	440	--	--	--	32,717	26,100	36,838
TOTAL UNITED STATES	3,058.2	3,223.9	83.9	73.5	63.3	372,115	329,997	404,229

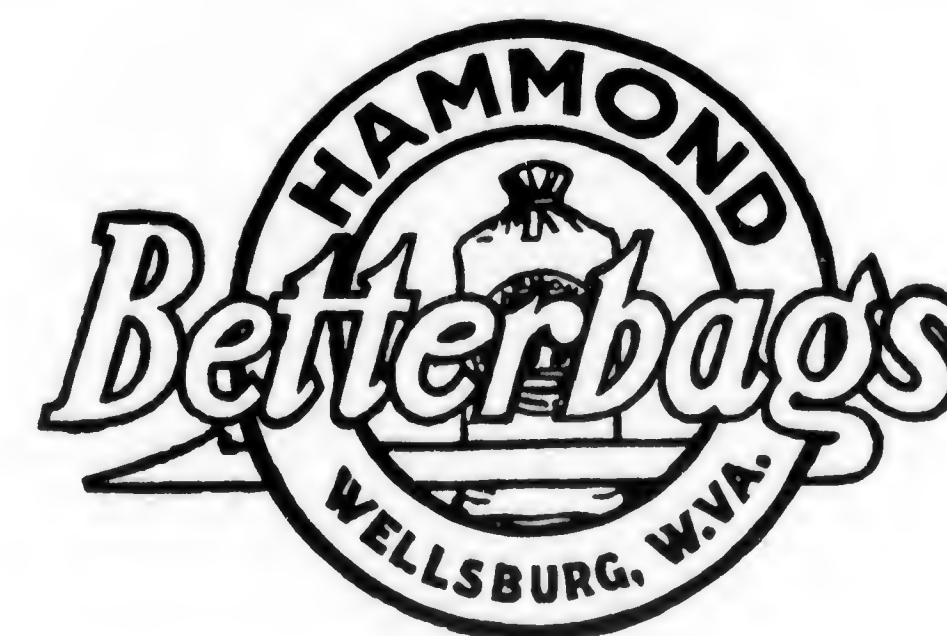
1—July condition relates only to late crop in certain States where early crop harvest is past, principally in the South, but United States condition includes allowance for condition of these early crops at harvest.

# Quality Potatoes Deserve Quality Packages!

Attractively Printed Paper Bags

Bring REPEAT Orders

## CLEAN EASY-TO-HANDLE



**Hammond Bag and Paper Co.**  
WELLSBURG, W. VA.

BAGS FOR LIME, FERTILIZER, FLOUR, FEED AND POTATOES



## OVER THE PICKING TABLE

by INSPECTOR THROWOUT

Salesman: "Need any typewriter supplies?"

Busy Manager (abstractedly): "Yes, send me five pounds of candy and a box of chewing gum."

\* \* \*

General Manager Bower was urging his wife to take a vacation in the mountains.

"But," said Mrs. Bower, "I'm afraid the mountain air would disagree with me."

"My dear," replied her husband, "it wouldn't dare."

\* \* \*

The following story is told of one of our Western Pennsylvania Irishmen. (Since that time Pat finds himself a better potato grower than Rookie.)

Pat took fright when his regiment went into action and began running for the rear.

"Stop," shouted an officer, "or I'll fire at you."

Pat went into high speed and shouted back, "Foire away! Phwats' wan bullet to a bushel of 'em?"

\* \* \*

We had a Post Card recently from our singing friend, George Stuart, who was vacationing in Maine. His brief message was:

"Having a fine time. Wish I could afford it."

\* \* \*

Overheard in Hershey's Cafeteria:  
"Them two at your table looks like they was starting on their honeymoon, Joe."

"No, they're just ending it. He's getting so he counts his change."

\* \* \*

Cooperatives don't knock because they have never been knockers—and a knocker gets mighty little opportunity for anything else but knocking.

If you don't know a good thing when you see it you should employ a professional optimist to locate good things for you.

Cooperate, opportunity and opposition all have their "oppos," but they have mighty different endings.

The time is fast approaching when every man, under the new order of things, will get exactly what he is worth.

\* \* \*

A grower from Mercer County says he has learned that "there's no law against hustling freight on the docks while you're waiting for your ship to come in."

\* \* \*

To win in the game of life is not so much in holdin' a good hand as in playin' a poor hand well.

Let us so live that when we come to die even the undertaker will be sorry.

\* \* \*

From Clarion County comes this lim-erick:

There was a young maid from Paree,  
Much badder than girls aught to be,  
When she walked on the street

She was offered a sheet  
To cover—well, what's that to me?

\* \* \*

"My dear," said Adam, as he and Eve were discussing the fall fashions in the Garden of Eden, "which system of dress-making do you favor?"

"Well," replied Eve thoughtfully, "they all have their merits, but the loose-leaf system is good enough for me."

\* \* \*

Centre County's genial County Agent, Ralph Blaney, while attempting to blast his golf ball out of a small lake on the fourth green of the Blairmont Country Club course recently, was asked by one of his friends, "Ralph, have you taken up golf?" To which he replied, "No, I'm taking a course in Greek, Roman and Egyptian profanity."

\* \* \*

Teacher: Now, children, name some of the lower animals, starting with Willie Jones.

### THE FIELD MEETING

(Continued from page 9)

envious! We learned a lot, saw a lot and had a lot of fun too!

So we're closing the black book and putting it on the shelf—until again we have a meeting, which we, as you, hope won't be too far in the future.

For it was a great meeting!

### THE GROWERS MAIL BAG

(Continued from page 17)

Leaving Smithville, we went on to Cleveland where we spent some time at the Exposition, and remained overnight.

The next day we returned to Pennsylvania, by way of route No. 6, which is one of the scenic drives for which Pennsylvania is famous. By evening, we arrived at Coudersport, and the next morning Ed. Fisher went with us to the various potato fields in his vicinity. It was interesting to see here the heavy set on the Red Bliss potatoes, which are being raised for seed to be shipped to Florida. All other varieties looked good at Coudersport, too.

Next, we visited Harry Friedline, a native of Somerset County, who said he hadn't gotten homesick yet! With the nice tract of land he has there, one wouldn't see any reason for his becoming homesick. Harry was glad to see us, and with his wife, insisted we stay for dinner. Then we spent the afternoon driving around looking at potato fields. While we were driving, Harry told us that the water supply for spraying would be taken from the head waters

(Continued on page 22)



### No Time To Fiddle

Nero fiddled while Rome burned. That was his idea of saving the city.

Don't fiddle while your potato crop is burning up. Add extra bushels to your crop now. Good spraying as crop insurance pays dividends.

Try WHITEROCK Air Floated Pulverized Quicklime, and declare a dividend.

A post card will bring complete information or the assistance of a competent representative.

**WHITEROCK QUARRIES**

Bellefonte, Pa.

## Eureka POTATO DIGGER



### Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

Adapted for use with tractors and with or without engine attachments.

\* \* \*

**EUREKA MOWER CO.**

UTICA, N. Y.



## HARVEST AND STORE POTATOES CAREFULLY TO PREVENT ROT

(Continued from page 11)

containing any appreciable amount of field frost or blight infection.

### ROT DUE TO MECHANICAL INJURIES

Bruising, cutting, skinning or otherwise injuring potatoes during digging and in handling the crop after digging are the sources of the greatest losses in storage. It is hoped that a more satisfactory potato digger will be perfected that will prevent a lot of this injury. Padding of diggers is being practiced in some of the major producing areas, and is meeting with a fair degree of success in cutting down losses from this source. Longer digger points are needed where the tubers are set deep, in order to reduce cutting of the tubers to a minimum.

When the tubers are set on long stons reaching well out from the hill, a wide digger is essential to prevent cutting of tubers along the side of the row. Padding of picking crates or baskets will prevent much injury. A definitely supervised or instructed picking crew on the handling of the crop to the end that injuries may be avoided or prevented will aid materially. This is particularly true when it comes to unloading the potatoes at the storage, and during the grading and packing process. Whatever the procedure may be at the storage, it is essential that the potatoes not be dropped or poured any great distance if severe bruising is to be avoided. Recent developments in the construction of graders has proven that injuries from this source can be reduced to a minimum.

### POTATO CHIPS

(Continued from page 14)

ganization. If conditions are not always as we wish, work constructively to better them, for without loyalty no worth-while cause can ever succeed.

From little up, we were taught to believe that the farmer is the most independent creature on earth. That may have been true in Grandpa's day but hardly in this day and age. If you think it is, try selling a bushel of spuds to the local store-keeper for cost of production when the market for potatoes at that time happens to be 40c a bushel.

There still remains one way in which farmers may regain some of the independence they had in Grandpa's time—and that way is through cooperative effort.

'Tis said enough bag salesmen were at the meeting with the potato association directors to reach from Philadelphia to Pittsburgh—if placed end to end. There must be money in bags! I also believe these business men realize that the Pennsylvania growers who are practicing better marketing mean business.

\* \* \*

Strenuous days for the directors with half a dozen meetings and hearings in two days. The Branding Law hearing in Secretary French's office was well attended by growers, dealers, receivers and distributors. The growers were generally opposed to a suggested ruling that all U. S. No. 1 potatoes be placed in new sacks. Pressure for the use of new sacks was strongest from the dealers and commission men. The State Department believed this to be too drastic an innovation at this time.

\* \* \*

The Hershey meeting proved to be a tremendous success. It was a revelation to see the amount of work required in the development of new varieties worthy of introduction. Machinery and supply people were well represented and reported business good. It was estimated that more than 3000 potato growers from every section of the state attended.

—BILL SHAKESPUDD

### THE GROWERS MAIL BAG

(Continued from page 21)

of the Allegheny river. Let's hope he doesn't spray so much that the folks in Pittsburgh wonder what happened to their water supply!

We stopped to see Joe Fisher's new potato fields, and he is doing a nice job of growing spuds. Joe said he was one hundred percent in favor of the new marketing program started in Pennsylvania last year.

We started out for Lancaster County, stopping at Selinsgrove to see Lewis Reitz' field of Cobblers. This field surely showed prospects for a good crop.

And as we drove on home, we came to the conclusion that it was a nice trip, and time well spent for anyone interested in the potato game.

Yours,

JESSE STOLTZFUS,  
JACOB K. MAST, JR.

# TAGGART

## Paper

# POTATO BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

■

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Nazareth, Pa.

Watertown, N. Y.

Office

230 Park Ave., New York, N. Y.





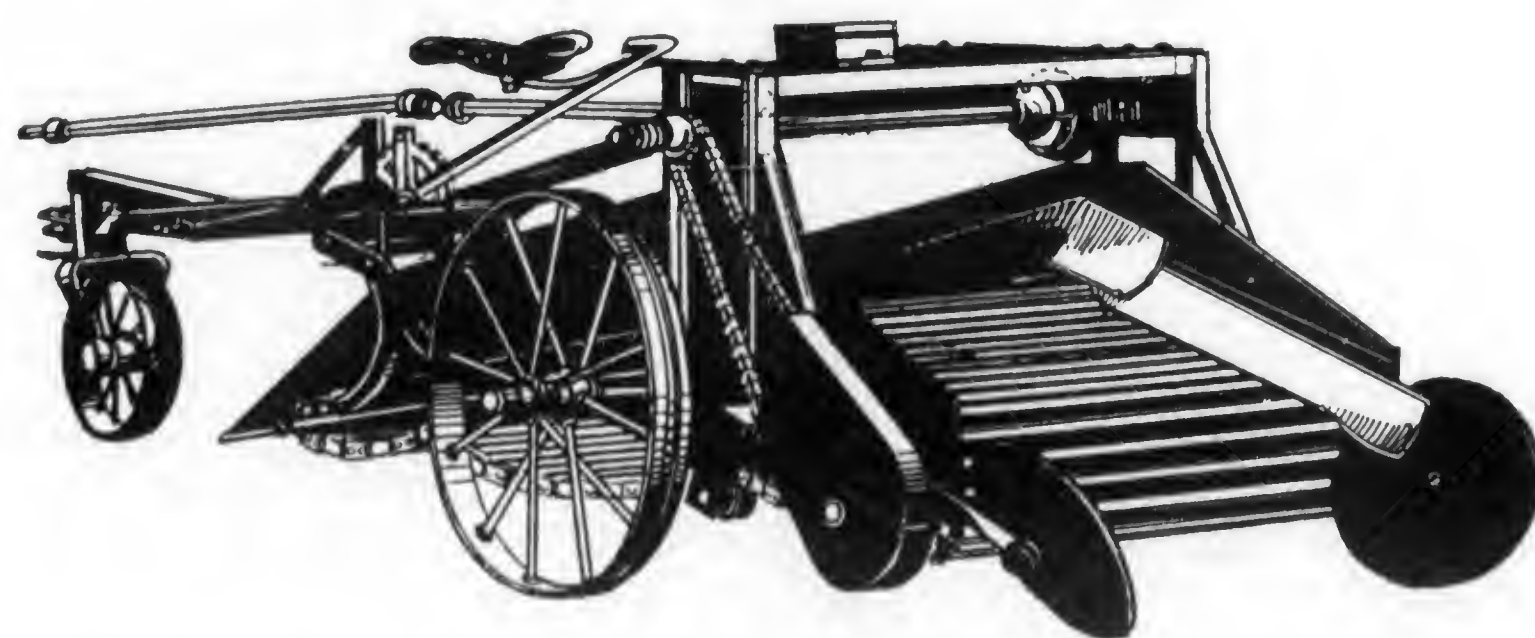
WHAT DID MECHANICAL  
INJURIES COST YOU  
LAST SEASON?

## The *Iron Age* "Kid Glove" Digger

is designed to prevent bruising and cutting . . . to increase the grade . . . to dig the full crop including "strays," quickly and carefully . . . powerfully and sturdily built to eliminate customary repairs, and fitted to your actual soil conditions.


### BUY YOUR KID GLOVE DIGGER NOW!

Either One or Two Row, power take-off or engine drive. Like last year, this year's production will soon be exhausted—Don't be disappointed. SEND YOUR NAME TODAY!




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VOLUME XIV NUMBER 9

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SEPTEMBER • 1937  
MARKETING NUMBER

PUBLISHED BY THE  
PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED



# Potash Gets Firsts in Quality "Races"

Competition in potato markets this fall apparently will be much keener, due to an indicated 20% increase in production. Quality will become a more important price factor, and grading will be more carefully done. Potatoes which have been able to get sufficient potash will fare better in this "race" because potash is the "quality" element in potato fertilizers. It produces more No. 1 potatoes of better shape and cooking quality, and sees the crop through to full maturity by helping to ward off early frosts.

A yield of 300 bushels of good quality potatoes per acre needs to have available during growth 170 pounds of actual potash per acre. Watch your crop this year as a guide to checking on your potash requirements next year. You will be surprised how little it costs to supply all that is needed.

Write us for additional information on the use of potash.

---

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

## The Protection the Pennsylvania Licensing and Bonding Act Can Afford to Pennsylvania Producers

JAS. L. STATES, Acting Director Pennsylvania Bureau of Markets

"Credit" is an outstanding hazard in every business, regardless of its nature, and no venture or enterprise can exist for long which does not recognize the fact. Credit involves the important factors of character, ability, trust, and confidence, and these factors should be carefully appraised with the resulting conclusions satisfactory, before a business credit is extended to any one. Many a transaction, designated as a sale, proves later to be really a gift—an unwilling gift—because credit was extended where none was warranted. Many concerns, profiting by sad experiences of the past, now operate on a "Cash" basis only, and even refuse to accept checks unless they are certified.

The industry of farming, the largest and most vital industry in the world, of all known businesses probably gives the least thought to the credit it extends, and probably suffers the greatest loss because of this negligence. This loss could be drastically reduced if farmers would cooperate with each other, as industrial institutions do, instead of operating independently. The yearly toll exacted from Pennsylvania farmers by smooth spoken buyers and dealers reaches a staggering total. An ingratiating manner and a glib tongue should not be the criteria for a line of credit, yet these are too often the only reasons why farmers relinquish, in trust, the fruits of their hard-earned toil. The devil is well represented as an accomplished and fascinating gentleman, whose charms too many of us poor mortals are unable to resist. Any one who asks for credit or trust or confidence, should be willing to submit substantial evidence that he is worthy of what he asks, and should he resent a request that such proof be given, then suspicion is justified. A thoroughly honest man would take no offense under such circumstances, when a questionable character frequently will. It is always wise to beware of the person who brags of his honesty.

A farmer asked to deliver goods "on trust" is lacking in good business judgment if he does so without being reasonably sure he will be paid, and he should not accept one or two past satisfactory transactions with anyone as reason for the extension of unlimited credit in the future. An old and fairly common game of unprincipled men, is to build up a con-

fidence by transacting for a certain period of time, a clean wholesome business. Then, after this confidence is soundly established, to suddenly disappear, leaving countless debts behind. Such "fly-by-nights" are active in all branches of commerce, and the Licensing and Bonding Act, effective January 1, 1938 is designed to protect Pennsylvania farmers from the havoc such gentry may try to create in the future.

This Act is a specific step for the protection of producers of farm products by means of the licensing and the bonding, or holding collateral by the Department of Agriculture of dealers who handle such produce "on consignment" or on a "net return basis". All dealers in the Commonwealth are subject to its provisions with the following exceptions:—

- "(a) The sale of farm produce for cash to mean settlement in full on or before delivery;
- (b) Farmers who sell farm produce raised by themselves, or who, at the time of such sales, sell farm produce raised by their neighbors on behalf of such neighbors;
- (c) Seeds sold at retail;
- (d) Agricultural Cooperative Associations which market farm produce for their members."

On and after December 31st, 1937 all dealers subject to this Act shall be violating the Law who do not have a License from the Department of Agriculture and who have not furnished the Department with a satisfactory bond in at least the minimum of \$3,000. The Act makes mandatory the keeping of accurate records by such dealers for at least two years, and makes compulsory the submission of such records to the Department's authorized agents, upon demand. The bond, or satisfactory collateral in lieu of bond, is retained by the Department as an earnest of true and faithful performance of understandings and contracts existing between the producer and the dealer, and after due investigation and process may be liquidated to the benefit of interested producer creditors.

This legislation gives a vast protection to Pennsylvania producers of Farm Produce, the term Farm Produce to in-



clude "all agricultural, horticultural, vegetable, fruit, and floricultural products of the soil; poultry, eggs, nuts, flowers, and honey, but shall not include timber products, tea, coffee or livestock", if farmers will avail themselves of its full possibilities. But farmers who fail to recognize its value, or who neglect to pass on to the Department of Agriculture information they have which the Department should have, will be blind to their own interests and will be doing agriculture an injury. In large measure, our effective enforcement of this Law will depend upon the cooperation of those whom the Law seeks to protect for to be of real service, we must know when, how and by whom farmers are flimflammed or cheated,—supplying full information to us in such cases will be a public spirited act, worthy of praise.

The law will make it much easier for the farmer who disposes of produce through dealers on a future-pay basis to decide upon the dealer with whom he should do business for after December 31, 1937 such dealers, whether a person, association, copartnership, or corporation must, to conform with the Act, have a license from the Department of Agriculture. Therefore, when the farmer is approached by the dealer to handle his produce "on consignment" or "net return basis", the farmer should secure dealer's full name and address and ask if dealer is licensed. If the dealer is licensed, it follows that a satisfactory bond or collateral for producers' protection is in the Department's possession, and the farmer can proceed to negotiate business with fewer misgivings. If the dealer is not licensed, he is operating contrary to the law, and farmer should extend no credit whatever—a law violator is never a good risk. The farmer should immediately telephone, telegraph, or write the Department of Agriculture giving this violator's name and address, with the details.

The reader's special attention is directed to exemption—

"(a) The sale of farm produce for cash, cash to mean settlement in full on or before delivery." Here the term "Cash" is used in a circumscribed sense, meaning currency, certified check, or post office money order, "Settlement in full" means exactly that. A dealer who takes a \$50.00 load of produce, and discovering he has but \$25.00 cash with him promises to pay the balance later, is not making "settlement in full on or before delivery." This old trick has been pulled times without number, the dealer "forgetting" to pay

the balance. It is difficult for the farmer to prove he has been cheated as the transaction is done orally, and the dealer's claim that he did pay in full cannot be disproved by the farmer. In such a situation, the farmer should permit the dealer to take only what he can pay for on the spot.

A very considerable business is done by hucksters, who peddle agricultural products through country towns and city streets. Much of this, as concerns the producer, is really commission business, since the huckster pays the producer based on what he receives for the produce after it is sold. Opportunity for cheating the producer is ever present, so the Licensing-Bonding Act has taken cognizance of it by compelling such hucksters to secure license and deliver bond.

Another provision in the Act, of the highest importance to farmers is, that payment for consigned goods sold by the dealer, must be made the farmer within forty-eight hours of the sale. The Act's wording is "An 'account sales' together with payment in settlement for said shipment, shall be mailed to the producer within forty-eight hours after the sale of such farm produce, unless otherwise agreed in writing".

Summarizing—this Act is a beneficent piece of legislation for all parties in interest. If producers will really cooperate with the enforcing agency, a great protection can be afforded them. If affected dealers will regard it with the same spirit in which it was put on statute books by the General Assembly, it will redound to their benefit, for its provisions make possible the elimination of "fly-by-nights" and "undesirables" who have cast a shadow on the legitimate business of selling produce on a commission basis.

Cooperation, here, as in all other human endeavor, will determine the measure of success the Act is accorded.

"There is but one virtue—the eternal sacrifice of self."—George Sand

"Those who give too much attention to trifling things become generally incapable of great ones."—Rochefoucauld

"Prosperity tries the fortunate, adversity the great."—Pliny the Younger

## Proper Digger Operation Reduces Bruising

V. S. PETERSON, *The Pennsylvania State College*

A field study of tuber defects conducted during the harvest season of 1931 and 1932 revealed that an average of more than 13 per cent of all tubers dug were mechanically injured in the digging process alone, over nine percent of the potatoes being seriously bruised. The survey showed that the injuries were due to one or more of four factors: namely, (1) too little soil carried on digger conveyer apron, (2) excessive agitation of the digger conveyer apron, (3) digger conveyer apron run at too great a speed, and (4) drop from elevator apron onto the rear attachment. These factors are all under control of the digger operator and subsequent field tests have proved that mechanical injury can be reduced to a low of one per cent by proper adjustment and operation.



Continuous conveyer digger having power take-off drive equipped with a transmission. Note that separation has been completed before potatoes reach peak of apron. Too much agitation; dirt should be carried for at least three-fourths of entire apron. Agitation at rear only served to bounce potatoes on apron rods. Check revealed over 25 per cent of tubers bruised.

Field observations reveal that the least amount of bruising occurs on diggers having a continuous apron, all other factors being equal. Practically all manufacturers make attachments whereby their extension and shake-bar diggers can be converted to the continuous apron type.

Three different types of diggers, commonly known as the continuous elevator-conveyer, extension conveyer, and shaker bar are most generally used. While a few of the adjustments differ with the type of machine, there are fundamental principles that apply to all types. Those principles are (1) dig deep, that is, set point of digger so that it runs well under the hill; (2) adjust speed of elevator apron so that it is the same as forward motion of digger, i. e., apron should move one foot during the time that digger moves forward one foot in order to prevent skinning caused by the rods sliding under the tubers or tubers sliding over the rods; (3) replace agitator sprockets with rollers until soil is carried for three-fourths of the conveyer bed; (4) keep apron tightened sufficiently to eliminate whip; (5) drop rear end as low as possible.

The point of the digger must be set well under the row; if set too shallow tubers will be cut. If the point is dull it should be sharpened and if badly worn, replaced with a new one.

The relationship between the apron and the machine forward travel speed is properly fixed on all traction drive diggers, and under normal soil conditions very little, if any, skinning will be found. This condition is the most serious on a power take-off drive machine, unless a transmission is used on the take-off drive. Even when equipped with a transmission, many operators fail to keep the proper relationship. In extreme cases the apron travels so fast that potatoes are thrown to the ground from the conveyer peak without touching the rear of the machine. Such carelessness, of course, also causes considerable bruising.

If the motor on the auxiliary motor drive digger is equipped with a variable speed governor, the speed of the motor can be readily changed as the forward travel speed changes, thereby maintaining the proper relationship between forward travel and conveyor speed.

Agitator (sometimes called jump) sprockets should be replaced with rollers until dirt is carried for at least three-fourths of the apron bed and preferably to the extreme end. Most of the bruising is caused by bouncing the potatoes on the iron rods. Potatoes will seldom be bruised if all of the agitation takes place in front of the peak of the elevator, the re-



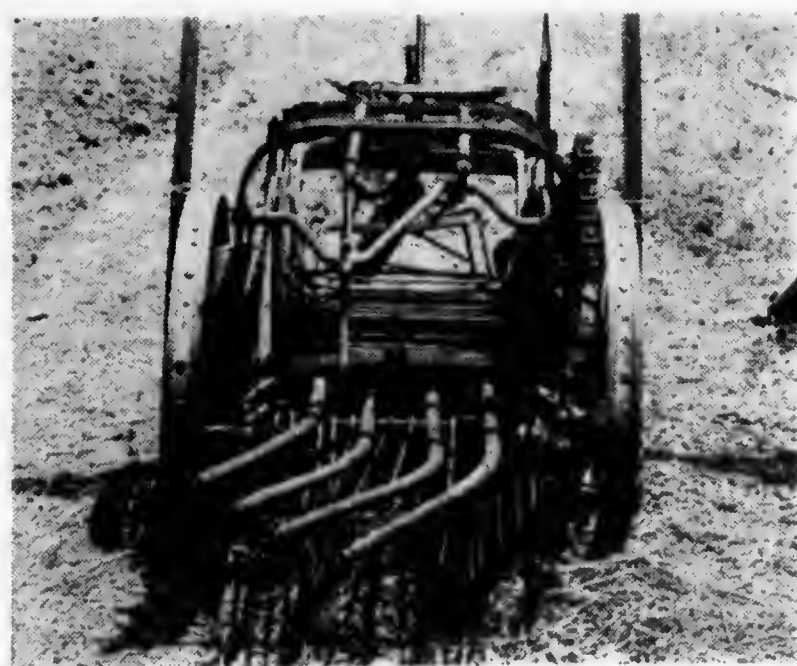
maining dirt sifting out as the apron travels to the rear over the rollers. In order to accomplish this it will be necessary to change the number of agitator sprockets to fit changing soil conditions. When agitator sprockets are removed they should be replaced with the rollers sup-



Padding applied only to left half in order to show by right half places where bruising occurs. Pad under elevator apron consists of a piece of 8 inch wide belting with front edge fastened to a 1-2 inch iron rod running across extension frame directly under elevator apron. Pads at side can be made from old inner tubes.

plied by the manufacturer. The back sprockets should always be removed first, in fact the agitator sprockets at the rear should be used only under extremely wet conditions. Remember your digger is designed to separate the soil and potatoes. It is not for cleaning. When set to clean the tubers, excessive bruising is sure to result.

Some manufactures supply two complete sets of agitator sprockets, one set giving greater agitation than the other. In such cases the two sets should be so combined at the front part of the eleva-



Cut an old tire casing to fit over front cross-member of shaker bar frame. Also cover shaker bars, upper and lower, with pieces of old garden or sprayer hose as shown on upper bars above. Many potatoes are buried when they drop in these unpadded parts.

tor that rollers can always be used at the rear. In other words, if sufficient agitation to secure separation is not secured thru the use of the smaller agitator on the front and rollers at the rear, change to the larger sprockets in the front, leaving the rollers at the rear, instead of replacing the rear rollers with agitators.

One of the most difficult and common digging problems is the handling of a field requiring a small amount of agitation at some spots and severe agitation at others. This is caused by variations in soil type or moisture conditions. If the digger is equipped for the light agitation area, separation is not secured thru the heavy area. If set for the heavy area potatoes are bruised thru the light area. Sometimes operators are able to control this difficulty by traveling fast thru the heavy and slow thru the light areas. Division of the field, that is, digging the light areas separately from the heavy areas and adjusting the machine to fit each area has been offered as a solution. However, neither of these methods are entirely satisfactory. The ideal solution would be the development of an attachment for digging machines by which the amount of agitation could be varied by simply shifting a lever. It appears to the writer that the sponsorship of research work in that regard would be a worth while activity of the Pennsylvania Potato Growers' Association.

(Continued on page 20)

## Marketing

by H. N. REIST,

*Agricultural Economics Extension,  
The Pennsylvania State College*

The problem of marketing farm produce is becoming more complex with the development of transportation facilities, the development of chain store methods of distribution and the changing purchasing habits of the consumer.

These developments affect many Pennsylvania potato producers in much the same way as if they were being gradually moved further and further from their market.

Fifteen years ago the potato grower made many direct contacts with the consumer. In some localities he may still do so. However, in many communities, because the consumer buys in small quantities and wants frequent deliveries the unorganized producer is not able to provide the services demanded. His approach to the market has become a more devious route.

The potatoes from hundreds of farms must be assembled, graded, packed and transported to the wholesale markets. From there they begin a distribution process which finally places them in the consumers' hands in lots consisting of volumes of only a few pounds, half pecks or pecks.

In those areas where the Pennsylvania potato growers no longer have a sufficient number of direct to consumer outlets, changing conditions have caused them to study the methods of marketing used by the growers in Maine, Michigan, Minnesota and California.

There he finds that their potatoes must be assembled with those of many other farmers before going to market, that the potatoes must be graded and must conform to recognized standards, that they must be put up in acceptable packages and labeled as to the quality and quantity of the contents.

The grower dislikes all the fuss and resents the middlemen, who take a portion of the consumers dollars and give him a price that is left. He would rather sell his product as it is grown or grade and pack as he wants, to get his cash and complete the transaction himself. He resents the necessary adjustments but is compelled to make them in order to keep his markets.

So too it is with those Pennsylvania potato growers who no longer have direct to consumer outlets. Unless Pennsylvania potato growers are willing to allow the growers in other producing areas to capture their Pennsylvania markets, they, too, must organize with their fellow producers for the purpose of grading and marketing Pennsylvania potatoes.

Studies have been made which show the importance of the size of the eastern potato crop on the Pennsylvania market situation. The three leading late potato states in the east are Maine, New York and Pennsylvania.

This year on August first, according to the United States Bureau of Agricultural

(Continued on page 22)

### POTATO PRODUCTION

Group—State	5-Year Average 1928-1932	Last Year 1936	This year's Estimated (As of Aug. 1)	Increase or Decrease 1937 Compared with 1928	1936
Maine	44,078	44,000	51,015	+ 16	+ 16
New York	27,942	26,400	28,625	+ 3	+ 8
Pennsylvania	24,653	26,228	26,390	+ 7	0
Three Eastern	96,673	96,668	106,030	+ 9	+ 9
Other Late	203,513	181,042	237,584	+ 17	+ 31
Total Late	300,186	277,710	328,992	+ 9	+ 19
Intermediate	39,212	26,187	36,631	- 7	+ 40
Early	32,717	26,100	36,914	+ 13	+ 41
TOTAL CROP	372,115	329,997	402,537	+ 8	+ 22



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

Form ACP-44

U. S. DEPARTMENT OF AGRICULTURE  
AGRICULTURAL ADJUSTMENT ADMINISTRATION

## BALLOT FOR POTATO GOAL REFERENDUM

### 1938 AGRICULTURAL CONSERVATION PROGRAM

Are you in favor of establishing a potato acreage goal for each commercial potato farm in connection with the 1938 Agricultural Conservation Program?

Mark one square with an X to indicate your vote:

Yes

No

☐
☐

The accompanying ballot (below) is a sample of the one that potato growers of Pennsylvania and other states will be given the opportunity of voting upon.

The question resolves itself on growers expressing their views on the Government's efforts to stabilize potato prices through controlled production.

For complete information growers should consult their County Soil Conservation Commissioner or contact the State Soil Conservation office at Harrisburg.

## POTATO CHIPS

Stop me if you have heard this one. Once upon a time there was a noted potato expert who advised the potato growers that there is no marketing problem in Pennsylvania and he is about 99.9% right, even this year when potato markets seem to have gone hay-wire. We still have ten million Pennsylvanians hungry for spuds and 17,000 stores anxious to get our "Murphys" to feed 'em with.

Don't give your potatoes away for a song! They may be worth more money before snow flies. Crop conditions in leading potato States are slipping fast. Latest reports from Maine indicates heavy blight infection spreading rapidly. Looks like a bad blight year in most States—and some don't spray as much as we do in Pennsylvania either.

The Potato Branding Law has had a great deal of publicity. When sufficient time has elapsed for growers and dealers to have become acquainted with the law, prosecution of violations may be expected. The repeated word of State Dept. officials is that the *law will be enforced*.

An interesting and well-attended "side-show" of the Hershey meeting was an argument by Dean Goodling and John Dickey on potato fertilizer applications. The debate lasted for fully an hour and the winner is still unannounced.

Between daily potato growers' meetings and nightly sessions with the son and heir, Bob Donaldson is reputed to be the busiest young husband in the State. Yes, Bob's wife recently presented him with a junior partner. All three are doing well, thanks.

The first 1937-38 inspector's Training Schools were held in York and Berks Counties recently. Both were well attended. Chief Grade Guesser, Don James, reports the first 100% mark at any potato grading school was attained by Clinton Geiger of Neffs—at the Hamburg school. Lehigh County first again!

Dame Rumor reports Pennsylvania commission men crying the blues about the Bonding Law. Too bad they didn't clean house some time ago so the State Dept. of Agriculture wouldn't have to do it for them.

Salesman DeLuxe, Eb Bower, reports that additional training schools will be held in all sections of the State. Possible locations for these will be in the following Counties: Northampton, Lehigh, Potter, Luzerne, Union, Erie, Butler, Crawford and others.

"Oh Cobbler, Oh Cobbler, where have you been?"  
"I've been to Hollow Center, Sir", she said—  
"But what do you suppose happened while you were gone?"  
The Nittany has replaced you on many a farm."

The two principal potatoes grown in Pennsylvania are the Russet and the Cobbler and both these varieties will go out so fast that five years from now they'll be specimens for the museum. The Nittany and Chippawa will probably replace the Cobbler but what will replace the Russet? Your guess is as good as mine.

(Continued on page 20)



## Potatoes from the Ground to Market

J. B. R. DICKEY

*Extension Agronomist*

The Pennsylvania State College

With a large crop of potatoes and a relatively low price in prospect, the tendency on the part of the farmer will be to treat them as if they had little or no value. This is poor psychology, since, with an abundant supply, only nice stuff will be easy to sell at any satisfactory price. When the crop is short any kind of potatoes, put up in any sort of shape, will sell. Under the present circumstances competing states with high transportation charges will probably do a better job of grading than usual in order to move their crop and net any sort of profit. This, of course, means that we will have to grade better or else surrender more of our better paying markets to outsiders and be satisfied to sell our potatoes, if and as we can, to buyers who are interested in low price rather than quality. Once the better store markets are lost to us they will be hard to get back.

The way potatoes are dug, stored, and handled has much to do with their appearance and with the percentage which must be sorted out. The condition of the ground at digging time is important, and while it may be beyond the grower's control, he should, if possible, avoid digging when soil conditions are very dry or very wet. The first causes excessive bruising and the second results in a dirty crop, which looks badly, may keep poorly, and prove hard to sell.

Although a fully matured crop will be larger and easier to dig and pick with the least skinning, too much delay may result in field frosting which is a very serious proposition involving endless trouble and sorting. In the northern and high altitude counties it is a lot safer to dig a little early while the ground is in shape than to harvest in the mud and have trouble from freezing.

One hears plenty of good advice these days about more careful handling, but still many growers will handle the tubers as if they were stones. Careless digging, throwing, shoveling, dumping from overhead into storage, and walking on the tubers causes bruising and skinning, hurts the appearance and involves extra grading losses. It also causes more heating and sweating when the crop is stored, more shrinkage and danger of storage rot.

The first few weeks in storage, potatoes need all possible ventilation to remove the heat and moisture. A low temperature is not desirable at first since cuts and bruises heal best in warm air. All doors and ventilators should be left open at first. After the tubers are dried off and cooled down, ventilation at night only will tend to lower the temperature to the desirable point around 40°. Later ventilation may be reduced to a minimum until sprouting with consequent heating, sweating, and excessive condensation starts toward spring.

Running the crop over a grader, or at least over a rack which takes out as much as possible of the dirt and small tubers will give better ventilation in the bin and make the crop look better to prospective buyers. If there is any blight, rot, or field frost grading into storage gives an opportunity to get out at least as much as possible of the stuff which will break down and make trouble.

When the crop must go into storage wet and muddy, extra ventilation may be needed in the bin. This can be secured by laying slatted ventilating flues on the floor so as to admit more air to the bottom and center of the pile. A row of good stout crates laid upside down may serve the purpose.

Observation of some of the above precautions may slow up harvesting operations slightly, but they involve little or no cash outlay. Where storage facilities are limited or unsatisfactory pitting, the portion of the crop to be used for seed works well if properly done. The two most important points are first letting the tubers cool down to near the danger point before covering them up in a pit, bearing in mind that they will stay for a long time at about the temperature at which they are pitted, and second, covering with two ample layers of straw and two layers of dirt. One layer of straw may serve in a mild winter, but will not be safe in a severe one.

Penn State's potato expert, Dr. E. L. Nixon, claims a potato contains less starch when chipped or sliced, because many starch cells are destroyed in the process of cutting.

## THE GROWERS' MAIL BAG

"Rusty Acres"  
Spudville, Pa.  
August 30, 1937

Mr. E. B. Bower  
Bellefonte, Pa.  
Dear Eb:

The treatment you and your potato growers have given me during the last fourteen months is something atrocious! I used to think this State was a good place to live in, but no more. The Pennsylvania growers had always been easy picking for me; very few attempted to grade or market properly and you know, Eb, that suited me—because this grading is the bunk. It cuts down on my volume too much. As a matter of fact, brother Bower, the more dirt, trash, rot, field frost, and rough potatoes that the growers put in their bags, the better business is for me.

You understand Ebon, that I had gobs of fun fooling the Pennsylvania housewives—for a time. And I used to get the storekeepers mad as the dihl when my bags would come in all fixed up with big clean spuds on top and nothing but hogfeed underneath. I'd get a big kick out of that!

But, oh my, you birds are changing all that. Why can't you let well enough alone? Everything was going along nicely as things were—except maybe half a dozen other States were taking your better markets. But why worry about that? You still had the 'gyp' markets all to yourselves. The rubbercheck hucksters still handled your tubers and the commission men usually returned your growers more or less—mostly less—on consignment sales in fertilizer bags.

I can't see for the life of me, Bower, why you have to get all excited. Don't you realize that Pennsylvania has a whole mess of 400-bushel growers? Why should those boys grade and use new sacks when the boot-leg coal truckers come right to the farms and pay a good price in the field for the "run of the mine". Sure that stuff makes a bad reputation for Pennsylvania spuds, but what of it? There's over 10 million people in the State and that means a lot of people to fool.

Guess you are in earnest and that's what worries me. See you got a compulsory labeling bill through the legislature, you are using branded paper bags and a whole mess of other useless stuff started that ain't going to help me none.

Well it don't hurt to complain when you're being squeezed too hard so I hope you will give my plea your full consideration.

Yours for the good old days,  
Barn Yard Grade

## An Invitation

Bureau of Markets  
Harrisburg, Penna.  
August 28, 1937

The Guide Post  
Pa. Coop. Potato Growers' Ass'n.  
Bellefonte, Pa.

Dear Association Members—:

It may be said that due to estimates of an abnormally large crop of potatoes for 1937, the appearance of hollow heart in early potatoes and the enactment of Rules and Regulations governing the marketing of closed packages has developed an inferiority complex in the Pennsylvania Potato Marketing-minds. This has resulted in a rather distressed marketing condition throughout the State.

It is my desire to help the growers and shippers to overcome this situation and I feel that this can be accomplished best by helping them understand these conditions in their full meaning by passing on to them all information possible pertaining to our potato industry.

I shall welcome an opportunity to meet with individuals or groups and discuss their marketing problems with them, advise them on the new Rules and Regulations for marketing closed containers; instruct on grading and cooperate in any way possible to help re-establish Pennsylvania markets for Pennsylvania potatoes and to develop orderly marketing throughout the State.

Very truly yours,  
S. R. Poole,  
Senior Marketing Specialist

One potato contains no more calories than an apple or an orange, according to the Home Economics Bureau at Washington.



## OVER THE PICKING TABLE

By INSPECTOR THROW OUT

A careless potato grower is just an accident going somewhere to happen.

### BREAKING IT GENTLY

Murphy had been careless in handling the blasting powder and Duffy had been deputed to break the news gently to the widow.

"Mrs. Murphy", said he, "isn't it today that the fellow calls for the weekly payment of your husband's life insurance?"

"It is," answered Mrs. Murphy.

"Well now a word in your ear," said Duffy, "Sure you can snap your fingers at him today".

Defeat is for those who acknowledge it.

### TERRIBLE! TERRIBLE!

"What was all the excitement at Jim's place last night?"

"Oh, a girl was playing her violin in her pajamas and she broke a string."

"What—on her violin?"

"No—on her pajamas!"

### LIMERICK

A line man named Billy McGinn  
Tried oiling his system with gin.  
He set for his goal—  
the top of the pole  
But McGinn, full of gin, couldn't win.  
Said Billy, "B'gee it's a sin  
What them guys is puttin' in gin  
This pole ain't so tall—  
Except when I fall—  
And finish right where I begin."

A Virginia gentleman of color tells us that he doesn't hit his wife any more since he got fined in police court.

"Nosah, from now on, when that wife zassperates me, I'se gwin kick 'er good—den she can't show it to the Jedge!"

"Does your fiancee know much about automobiles?"

"Heavens, no! She asked me if I cooled my engine by stripping the gears."

Brains and white mule don't mix. Laboratory test—not soluble.

People who talk in their sleep should stay awake in church.

A teddy bear sat on the ice,  
As cold as cold could be,  
But soon he up and walked away,  
"My tale is told," said he.

Here's to the man who plans things—  
builds things—makes things—Who prates  
not of wonders of old. Nor gloats upon  
ancestral gold, but takes off his coat and  
takes hold, and does things.

Some men are born great, and others  
roll up their trousers and wade right into  
the midst of greatness.

Bob Donaldson says, "Babies are the  
main springs in the watches of the  
night".

Get acquainted with your neighbor. You  
might like him.

"We praise all the flowers in fancy,  
Sip the nectar of fruit ere they're peeled,  
Ignoring the common old tater  
When, in fact, he's the King of the  
Field.  
Let us show the old boy we esteem him,  
Sort of dig him up out of the mud;  
Let's show him he shares our affections  
And crown him with glory—'King  
Spud.'"

### SOME BULL

For some time in polite society, the Bull has been alluded to as a Gentleman Cow, which is properly speaking, Bull. But the male bovine, of bellicose temperament, whose chief fame heretofore has been his ability to disrupt family picnic gatherings, to cause summer boarders moments of poignant anxiety when they found themselves in the predicament of a choice between bull and barb wire fence, has lately acquired a fame that is quite beyond that of the old red umbrella—engendered variety.

(Continued on page 18)

## Potato Growers Gamble That All May Eat

By H. C. STOCKDALE

The growing of potatoes has often been spoken of as a gamble. A public speaker in Wisconsin spoke of potato growing as "potato poker". Many factors make potato growing a gamble. Too little or too much rain, diseases, insects, frosts, and freezes all enter into potato poker.

Too many potatoes mean low prices, therefore potato growers gamble on price. If the total tonnage of potatoes were cut one-half, the price could be three dollars or probably much more per bushel. Thinking along this line, should the potato growers be organized? Should they go on a strike—a sit down strike or what ever kind of strike you care to call it?

Let us go off on a wild trend of thought. In order to strike, the potato growers would need a leader, an organizer. He would not need to be a successful farmer—just a loud talker. His name could be John L. Looney.

This John L. would need initials for his organization. These could be S. P. G. (Smart Potato Growers). Next this fellow Looney could number all potato growers from one up. Then it would be very simple to divide the growers into two groups of equal number, by having the odd numbers as one group, the even ones as the other; or we will henceforth speak of these groups as the "Odds" and the "Evens".

At this stage of the organization, John L. Looney could flip a coin to determine which group should grow potatoes in 1938. If the "Odds" won the coin flip it would mean that the "Evens" would plant no potatoes until 1939; and so the plan would continue, the two groups alternating year by year.

If 1938 proved a good year and maximum yield was obtained by the "Odd", the price certainly would be at least two dollars per bushel; if it proved a poor season for potato growing, the price would be so high that only the rich could afford to eat potatoes.

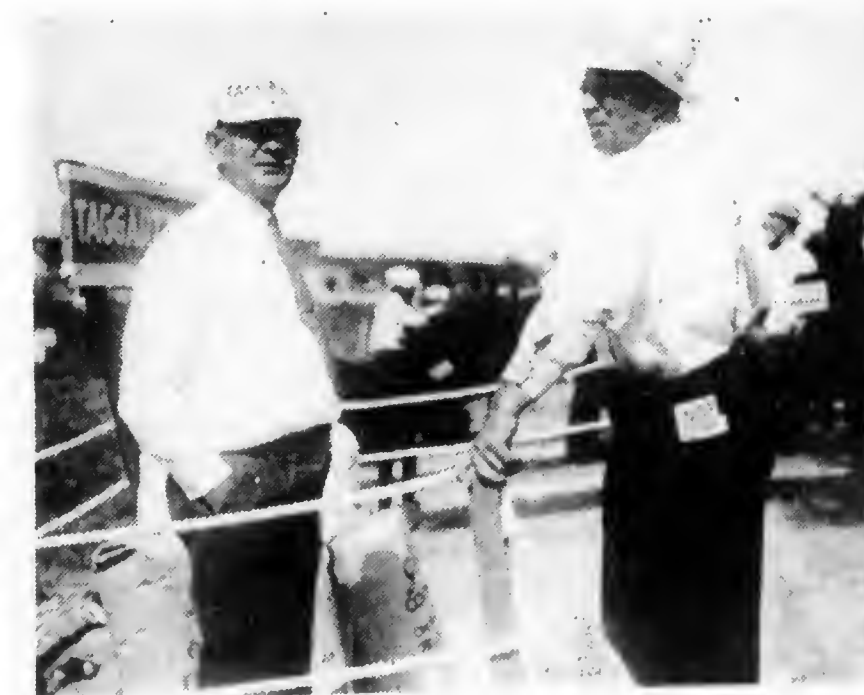
But John L. Looney would not worry about this. He would keep telling the growers how much more they were making by getting two dollars per bushel every second year, rather than one dollar per bushel every year. This statement cannot be disputed, since the growing and marketing expenses would be cut in half.

What are the "Evens" doing in 1938 while they are not growing potatoes? As the labor organizations would say, "They have declared a holiday". True, they do not quit work altogether, as there is now time for making many improvements—improvements which potato growing prevented them from making. There is also time now for sight-seeing and visiting. The soil during such a holiday would in most cases be benefitted also, since a two-year growth of sweet clover would add to the fertility of the soil.

From a selfish view point, John L. Looney's plan is sound. If it were carried out to the letter, much greater returns in money would be realized by the potato growers with about half the work. However, potato growers are too fair-minded and too big-hearted to enter into a John L. Looney scheme. It has always been said that the farmers cannot be organized and no doubt it is better so. There is no John L. clever enough to make potato growers enter into a set-up which would bring about the hunger and misery that cutting production in half would cause.

And so these growers who cannot be organized will go quietly on, playing potato poker that all may eat.

### STRANGER, WHERE DID YOU GET THAT HAT?



We don't know the chap on the left, but on the right is Clinton County Contact Man, John Schrack. (Photo taken at the Hershey summer field meeting)



## POTATOES

*From a Radio Talk September 10, 1937, by KYLE M. ALEXANDER*

We consumers of Pennsylvania are exceptionally fortunate this year because in our own state is produced a potato crop that would, if necessary, supply the needs of our consumers, such as was also the case last year. However, according to the report of J. Hansell French, in other sections of the U. S. a much greater crop is prophesied for 1937 than was raised in 1936. In 1936 our national production was 150 pounds per capita which was 6 pounds less than the per capita production of Pennsylvania. Apparently 150 pounds of the Irish apple was about the correct amount, as the supply and demand was fairly well balanced. But this year, at a time when labor costs, income and some foods are higher than they have been for several years, the potato production of other sections of the Nation have advanced over 1936 for each person by 36 pounds while the Pennsylvania potato crop is estimated at practically the same as that of 1936.

Because of this prophesied increase of our neighboring states, the price of this staple is at this time relatively nominal. However, the present crop indications may be drastically changed, if an early frost should freeze the crop, or the potato blight become prevalent and kill the tops before the crop is matured. Such a condition would, of course, curtail the crop and cause the price to advance in proportion to the damage.

Our potato crop is relatively an all year crop in the U. S. While we, in Pennsylvania, are digging our crop the southern states will be planting theirs. For that reason new potatoes arrive on the market in most months of the year.

The potato, so far as is known, is a native of the American continent. Wild potatoes of a large number of species are common in many parts of the Andean and Mexican plateaus as well as in the frog-embowered islands of the Chilean Archipelago. One wild variety flourishes as far north as southern Colorado, but this form has not contributed anything to present-day potato growing, except the "potato-bugs," for which it together with other Solanaceous plants, long furnished a comfortable and acceptable home. Another species, *S. Commersoni*, now attracting attention in Europe, is native to dry, rocky situations in Uruguay and Argentina. *Solanum tuberosum*, as the

wild form of the common potato is called, is common in Chile and perhaps in other parts of the South American west coast region, where it today flourishes in as many varieties, though not in as desirable ones, as there are or ever have been in cultivation.

According to deCandolle and others, the potato has been cultivated in Peru for two thousand years or more, and it was from near Quito, Ecuador, in the forepart of the sixteenth century, that the Spaniards first brought it to Spain. From there it was taken to Italy and then to Belgium and France. So far as history tells us, the North American Indians did not cultivate it, nor did the highly civilized Aztecs of Mexico.

Potatoes were introduced into Ireland before 1663, but not by Sir Walter Raleigh or from the North American colonies as commonly stated. The Irish planted them everywhere and used them as a commissary in maintaining their opposition to English rule and this gave them the now widely used English name of "Irish potatoes." Europe as a whole did not "fall in love at first sight" with the potato, and as late as 1771, only a few varieties were listed in the English catalogs. Frequent famines caused the Irish to appreciate its good qualities, while grain crop failures and attendant evils brought them into similar esteem as a field crop in Germany about 1772.

The Presbyterian immigrants from Ireland introduced the potato to the New England colonists in 1718, although it is said to have been served at a Harvard dinner in 1707 as a great and rare delicacy.

The Peruvian Indians prepare by freezing and drying potatoes a product called "chunyo" which can be safely and easily stored during the Andean high-altitude winters.

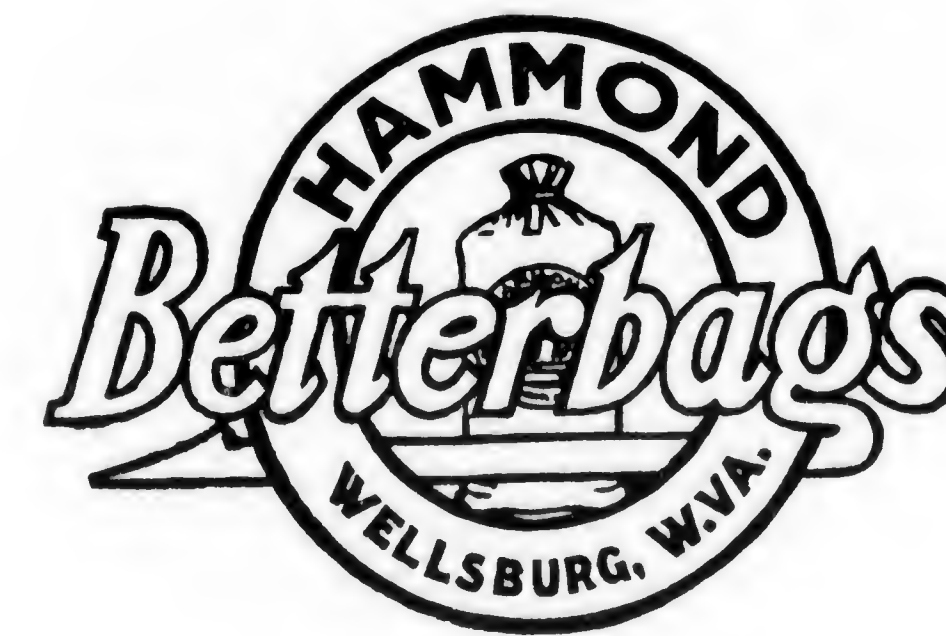
One of the early English herbalists mentions them as a delicacy and "no common food." According to Stafford, when potatoes were first introduced into Scotland, the zealous Presbyterians looked at them askance, declaring they are not mentioned in the Bible, and it was hunger that finally drove them to appreciate their good qualities.

*(Continued on page 16)*

## WHY NOT HAVE THE BEST?

## HAMMOND BETTER BAGS

Carry Your Message of **QUALITY** to the Housewife, and after all—"there is no substitute for **QUALITY.**"

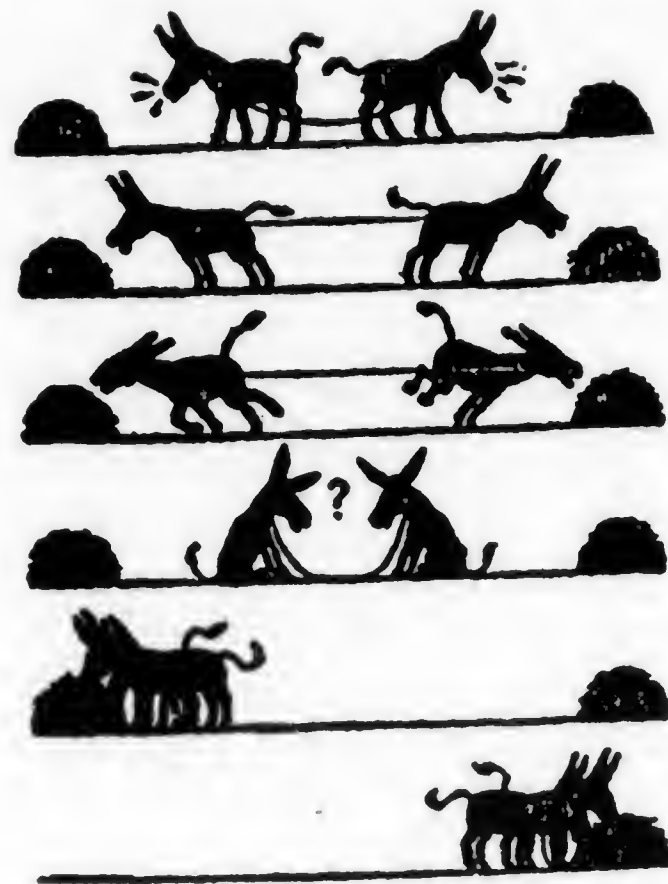


**Hammond Bag and Paper Co.**

WELLSBURG, W. VA.

BAGS FOR LIME, FERTILIZER, FLOUR, FEED AND POTATOES





## JACKASSES

Two fool jackasses—now get this dope—  
Were tied together with a piece of rope.  
Said one to the other: "You come my way  
While I take a nibble at this new-mown hay."  
"I won't," said the other; "you come with me,  
For I, too, have some hay, you see."  
So they got nowhere—just pawed up dirt—  
And oh, by golly, how that rope did hurt!  
Then they faced about, those stubborn mules,  
And said: "We're just like human fools—  
Let's pull together; 'I'll go your way—  
Then come with me and we'll both eat hay."  
Well, they ate their hay and liked it, too,  
And swore to be comrades good and true.  
As the sun went down they were heard to say:  
"Ah! this is the end of a perfect day."  
Now get this lesson; don't let it pass—  
Learn this one thing from the poor jackass—  
We must pull together; it's the only way  
To put business back on the map to stay.

## POTATOES

(Continued from page 14)

In 1914, in France, occurred a unique exhibition, commemorating the work of Parmentier in popularizing the potato among the French, and recalling the difficulties often experienced in changing a people's food habits. Prominent Frenchmen, as well as Englishmen, had tried various expedients, such as "society dinners," etc., to popularize the potato, but their efforts were of little avail. Parmentier's attention to the value of potatoes as food came about through noticing the soldiers dig them up and roast them over the camp fire during the terrible Seven Years' War, when food was extremely scarce. His investigations led him to devote his life toward populariz-

ing them. He, like other, inaugurated potato feasts, the results of which made him so unpopular that he failed to be elected to a desired government office, the people fearing he would force them to live entirely on potatoes. Finally, he hit upon a successful scheme, based on the principle that "stolen sweets are sweeter." The king annually held a military review near Paris, on a piece of ground noted for its extremely poor soil. The day after the review, Parmentier planted this land to two kinds of potatoes, one of which it was said "would grow in powdered glass." The Parisian crowd looked on in amused contempt which later turned to stupified astonishment, when they gathered to witness the harvest. During the day when the potatoes were being dug, the immense crowd was kept back and the potatoes guarded by soldiers, but these guards were removed at night to encourage stealing. The yield was nine-fold, even under such unfavorable conditions—not counting those stolen, which no doubt must have been considerable. On Parmentier's grave potatoes are said to blossom each year.

In 1882, the weekly consumption of potatoes in London amounted to 500 tons, and the quantity sold in its streets between September and April through the "baked potato hawker's" cry of "Warm your hands and fill your belly for a ha'penny" was estimated at 60 tons weekly. Today, the world's crop is over five billion bushels, and they are grown in and known to almost every country on the globe. One acre has been known to yield as high as 1,200 bushels, although the average for the most favorable potato countries lies between 150-210 bushels per acre. One acre of potatoes often supplies as much food as ten acres of wheat.

To do away with the old practice of housewives being to obliged to buy a pig in a poke, that is buying closed packages of potatoes which carry no indication of their quality, at the last session of the General Assembly of Pennsylvania a law was put on the statute books of the Commonwealth making it compulsory for all closed packages of potatoes exposed for sale to have on the bag the grade of the potato and the contents either in cubic measure, that is bushels or pecks or the net weight. Particular housewives are, by this means, afforded grade protection by the law in that the closed packages will state thereon the grade of potatoes they are purchasing. Careful housewives will insist upon closed packages of potatoes bought by them carrying the grade of the potato and the contents.

The cooperative movement is of the people, by the people, and for the people. It serves every type of human need, both economic and cultural. It thrives in every county where freedom is not entirely destroyed. It removes the causes of war and of internal strife. To a world disheartened by unemployment and torn by war, it offers a peaceful pathway toward a better civilization. Co-operative movement gives people a sense of responsibility for their own destinies. It is a most powerful form of education; people learn by doing; they develop faith in themselves and in each other. The Co-operative Movement is the practical application of the Golden Rule; it is the ultimate democracy.—JOY ELMER MORGAN

LEGAL PENNSYLVANIA  
TRESPASS SIGNS

FOR THE HUNTING SEASON

Size 11x14 inches, tough card, large type, weather proof ink. 12 signs 50c, 25 for \$1. \$3.25 per hundred. Postpaid. Or send 5c for sample. Special prices to dealers and granges.

BIEBER—PRINTER Emaus, Pa.

WHITEROCK  
PULVERIZED  
LIMESTONE

The key that unlocks the soil, and makes fall crops and the growing of legumes profitable.

Take advantage of current prices and favorable weather and road conditions.

Don't put off putting it on!

Pulverized Limestone—93% Ca CO<sub>3</sub>  
Nittany Brand Agricultural  
Hydrate—70% CaO

## WHITEROCK QUARRIES

Bellefonte, Pa.

Eureka  
POTATO DIGGER

## Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

Adapted for use with tractors and with or without engine attachments.

\*\*\*

EUREKA MOWER CO.  
UTICA, N. Y.



### OVER THE PICKING TABLE (Continued from page 12)

But even in the old days, Bulls were of several different species. There were Irish Bulls, Ecclesiastical Bulls, Bulls in China Shops. But it required the twentieth century to develop the last and greatest of the Bulls—the kind most seen and heard, which is on everybody's lips and which does more to lubricate the wheels of business and society than all the tallow which might have been scraped from the carcasses of the barnyard bulls.

Now to avoid misleading generalities and to confine ourselves to a clear-cut, specific definition and description, so that it will not be necessary to scan the label to recognize the animal in the zoo or elsewhere. Bull is a noun, singular number, collective meaning, neuter gender, and alludes to that quality by which things are painted as they are not, and through which things are accomplished, which never can be done, and at which no one is deceived, save the custodian of the before defined animal.

The habitat of the Bull is widely varied—in fact, it is confined to no one locality. Furthermore it may properly be regarded as the most widely distributed domestic animal. More frequently it may be seen on political platforms, in dimly lighted parlors, and at the moonlighted gate post, and in brilliantly illuminated drawing rooms. It is transported the length and breadth of the land in traveling salesmen's grips and its appearance in print extends from the editorial to the advertising columns and even may be heard in the pulpit.

And if there were to be organized a society, whose motto was, "The truth, the whole truth, and nothing but the truth, unaltered, unadulterated, unmagnified and undiminished, plain spoken and untrammelled, the sign at the growers door yard would read:

"Hitch your Bull in my Potato Patch."

\* \* \*

It is always easier to do things in the future than in the present, but not nearly so profitable in most cases. Don't be a quitter.

\* \* \*

Economy does not consist in the reckless reduction of estimates. On the contrary, such a course almost necessarily tends to increase expenditures.

There can be no economy where there is no efficiency.

—DISRAELI

### U. S. No. 1

A dozen perfect potatoes lay at rest,  
Along came a digger and scooped up  
the nest,  
Slicing one, unharmed the rest.

Eleven fine potatoes, up the blade did  
glide,  
One lost an eye, and a little hide.

Ten fresh potatoes up the bars do hop,  
But one smashed his nose on the rear  
apron drop.

Nine smooth potatoes rolled on the  
ground,  
The digger mashing one on the very  
next round.

Eight sound potatoes pitched in a basket,  
One received a rap sufficient to gash it.

Seven good potatoes dumped in a sack,  
One got a dent and some skin off its  
back.

Six sturdy potatoes thrown to a truck,  
One more potato, meeting bad luck.

Five choice potatoes hauled from the  
fields,  
Another badly bruised by the owner's  
heels.

Four nice potatoes poured in a bin,  
One badly smacked and lost a little  
skin.

Three weary potatoes at rest for a pause,  
While dry rot ends those with the flaws.

Two potatoes o'er the grader do bump,  
One getting a crack at the very last  
jump.

One lone potato—U. S. No. 1, from that  
hill so nice,  
Finds it's way to the market, the con-  
sumer to entice.

H. L. Long, Pure Seed Specialist  
Northeastern North Dakota  
Breeders' Association  
Park River, North Dakota.

On the basis of statistics gathered by the United States Department of Agriculture, Secretary French states that, through improved and mechanized farming methods, nineteen farm people, who produced a surplus for only one non-farm person in 1787, now produce sufficient surplus to feed sixty-six non-farm people.

## The Bean Rubber Spool POTATO GRADER

This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling. These graders do not bruise or cut potatoes so that you get the benefit of your entire crop.



A great many potato growers and handlers desire to prepare and ship a larger volume of potatoes than some growers so we have built a double capacity Rubber Spool Potato Grader capable of handling 400 bushels per hour.

This new model is exactly like the 200-bushel-per-hour model except larger and will give the same kind of service for which this Rubber Spool design is now famous.

Hundreds of these two sizes are now in use and you will want to get complete information before you buy any make of grader. Ask for catalog.

**JOHN BEAN MFG. CO.**  
LANSING, MICHIGAN



## PROPER DIGGING OPERATION REDUCES BRUISING

(Continued from page 6)

As the tests indicate quite conclusively that less bruising occurs with the continuous elevator type of digger, in makes where the design of the machine permits, the extension-conveyer and shaker bar types should be converted to the continuous elevator type. The cost of new parts required to change the machine is quite small. As different sprockets and other attachments are needed the dealer or manufacturer of the digger should be consulted. The continuous elevator type of machine should have an auxiliary rear end drive.

Where the design of the digger will not permit changing to the continuous elevator-conveyer type, a strip of rubberized belting eight inches wide and as long as the elevator is wide should be used as a pad on which the potatoes fall when dropping from the main onto the extension elevator-conveyer. One edge of the belting is fastened to a rod inserted between the two conveyers directly under and parallel to the main elevator drive shaft. The other end rests on the extension elevator rods which will give it sufficient vibration to keep the potatoes moving.

Bruising caused by the bars on the shaker bar type can be reduced by padding each bar with a section of sprayer or garden hose fastened securely in place with metal or wire clamps. The frame member running crosswise of the shaker and located directly under the rear end of the elevator-conveyer should be padded with a section of tire casing.

The average of the results of field demonstrations reveal that by following the above principles, bruising is reduced from eight per cent down to one per cent, on the continuous elevator-conveyer type; from 11 per cent down to four per cent on the extension elevator-conveyer type, and from 15 per cent down to six per cent on the shaker bar type. The observance of these principles will add materially to the grower's net income because of improved quality and corresponding higher grades, and at the same time will enhance the retention of that quality when the potatoes reach the consumer.

## POTATO CHIPS

(Continued from page 9)

The potato markets of Philadelphia and Pittsburgh strengthened a little as soon as the marking law went into effect on August 20th. Many dealers refused to purchase unlabeled potatoes from growers but were willing to pay a little more for "legal packages".

The Association office at Bellefonte is offering "legal tags" to Pennsylvania growers at cost, as an additional marketing service. Several other enterprising people in the State have stocked tags and are reported doing a "land-office business".

The Federal Surplus Commodities Corporation is looking over the Pennsylvania potato situation. No orders yet but there may be if a surplus crops seems inevitable.

Nearly 2,000 years ago Marcus Aurelius said "We are made for cooperation, like feet, like hands, like eyelids, like the rows of the upper and lower teeth. To act against one another then is contrary to Nature, and it is acting against one another to be vexed and turn away." How true to-day!

"BILL" SHAKESPUD

## VISITATION



When Bureau of Markets inspectors and specialists weren't explaining grades they played hosts to friends and shade-seekers. Here we have Dean Goodling of the National Farm School resting and visiting. (Hershey summer field meeting)

# TAGGART Paper POTATO BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

Manufactured by

## TAGGART BROTHERS COMPANY, INC.

Factories and Warehouses

Nazareth, Pa.

Watertown, N. Y.

Office

230 Park Ave., New York, N. Y.



## MARKETING

(Continued from page 7)

Economics, the crop in these three eastern states is estimated at 106 million bushels. This is about nine (9) per cent above last year and nine (9) per cent above average. In the record crop year of 1934 the production in these three states was 120 million bushels.

A crop of 402 million bushels is indicated for the entire country by crop conditions on August first. Such a yield will be twenty-two (22) per cent above that harvested in 1936 and eight (8) per cent above the average for the years 1928 to 1932 inclusive.

In years of large crops buyers are more insistent upon careful grading than they are in years when potatoes are relatively scarce. More rigid grade requirements and the prospects of increased out-of-state competition presents to our farmers a greater problem of marketing.

In the marketing of this crop producers can maintain their outlets through careful grading and can reduce the number of unmarketable potatoes through greater care in digging, so as to reduce damage by bruising.

Too much speed and agitation on the digger elevator is the most common and serious mistake. Some soil should be carried over most of the length of the elevator. Padding rear shaker rods with hose and covering the rear parts of the digger, on which the tubers drop, with canvas strips or sections of auto tire also greatly reduces bruising.

The time of digging also influences damage. Potatoes dug in an immature condition will skin severely and present a poor appearance. Allowing the tubers to lie for a few hours before picking will permit the skin to dry and set somewhat and reduce later damage. Too much delay in digging, on the other hand, involves danger of field frost. If the soil is wet the tubers will be smeared and caked with mud while dry hard soil involves greater bruising and cutting.

The potatoes should be picked and gotten to the storage with as little rough handling as possible. They should not be thrown into crates from any distance, shoveled off wagons or dumped into the storage from overhead without some means of breaking the fall. Walking on the pile should be avoided.

Running potatoes over a grader as they go into storage takes out the small stock and much of the dirt and gives better ventilation in the bin. A graded pile or

bin makes a better impression on prospective buyers. Where is there any field frost or rots, grading into storage gives an opportunity to remove affected tubers and avoid damage.

The storage should have all possible ventilation the first few weeks after filling in order to dry off the tubers, heal cuts and bruises and remove the heat from the pile. Comparatively little ventilation is needed later.

G. P. Scoville, in studies at Cornell University, has found that it usually pays to store potatoes in short crop years but in large crop years such as the one in prospect it has rarely paid to store. The October price in large crop years has usually netted the grower more than the price received during later months of the year.

In the light of these facts, marketing this year calls for:

1. Careful digging and handling—According to state inspectors, bruising in digging and handling takes a heavy toll from the better grades.
2. Grading into storage—This practice will take out dirt, give better ventilation and present a better appearance to buyers.
3. Ventilation in storage—All possible ventilation should be provided for the potatoes for the first few weeks to dry the tubers.
4. Knowledge of grades and grading—Care should be taken in the performing of this operation.
5. Economy in preparation for market.
6. Giving consideration relative to holding for higher prices.

## BUSINESS PHILOSOPHY

It is not the lack of ideas that holds men back, nor is it the ability to generate new ideas that pushes them forward.

The value of new ideas is overrated. The thing that takes a man ahead is his ability to find one good idea, and then to stick with that idea through lean and fat years, through war and peace, through fire and flood.

Too many of us jump from one idea to another, from one business to another, from one job to another, scrapping a host of good ideas and good experience as we race along.

Few businesses ever die from lack of ideas. Rather they die from lack of men who can take an assignment and come back with a package under their arm.

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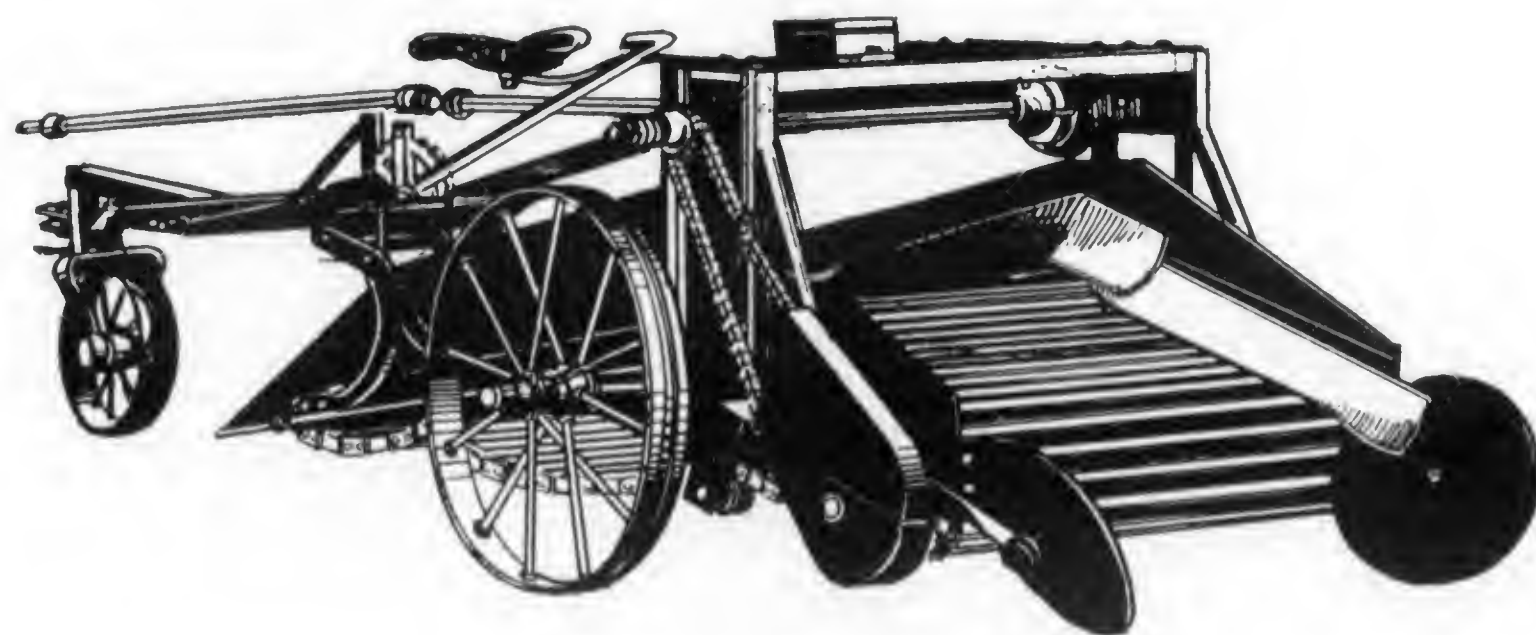
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# THE GUIDE POST

VOLUME XIV NUMBER 10



OCTOBER • 1937

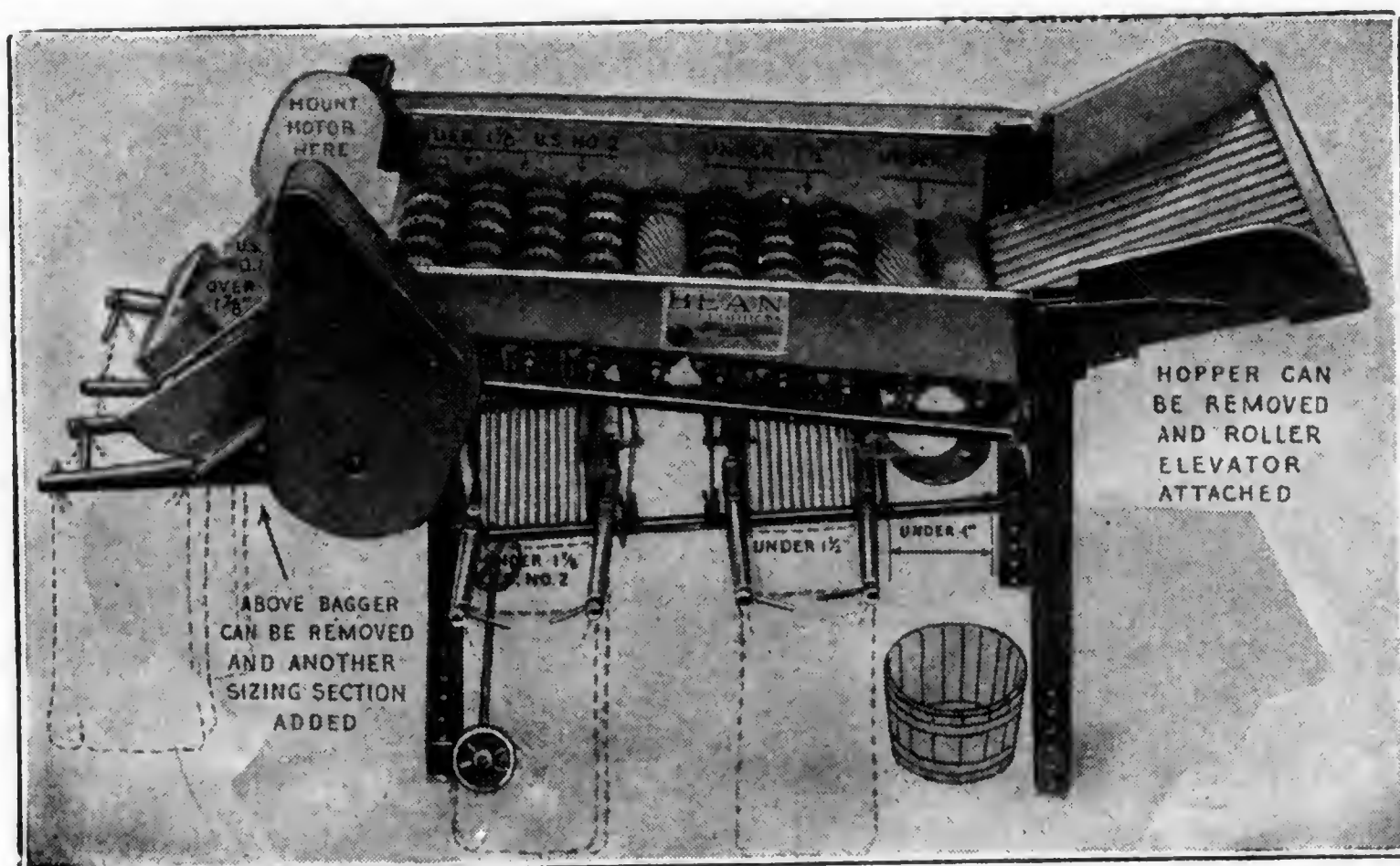
PUBLISHED BY THE  
PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED



# The Bean Rubber Spool POTATO GRADER

This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling.

These graders do not bruise or cut potatoes so that you get the benefit of your entire crop.



The picture above represents the finest and most accurate job of turning out five sizes ever performed, yet it is typical of the results obtained on the Bean Rubber Spool Potato Grader.

**JOHN BEAN MFG. CO.**  
LANSING, MICHIGAN

## The Market Outlook

by D. M. JAMES, in Charge of Fruit and Vegetable Marketing  
Pennsylvania Bureau of Markets

At this season of the year potato growers are particularly interested in what may be expected of the potato market from harvest time until spring; in other words whether to store or whether to sell out of the field or from unprotected storages before severe weather sets in. Surveys show that in general it does not pay to store in years of heavy production. Just how large is the 1937 crop and what other factors may influence the winter and spring market?

The September first crop report estimates a total crop for the United States of 403 million bushels. However, before accepting that figure as the base from which to appraise the market situation we must bear in mind that the October and November reports may revise the 403 million figure upward or downward. Judging from many unofficial reports, early frosts and blight infestations may reduce that figure by 10 to 20 million bushels. Taking the smaller figure as the more probable we would have an estimated crop on November first of 393 million bushels. Next let us consider how much of an increase over the 1936 crop was confined to the early states which have ALREADY disposed of the bulk of their crops, and which are, therefore, no longer a market factor. We find that the group of states beginning with Florida, Texas and Louisiana up to and including the intermediate states of New Jersey, California and the Long Island section of New York, produced in 1937 nearly 22 million bushels in excess of 1936. Subtracting that 22 million bushels of early stock, now mostly consumed, from the anticipated 393 million bushels, we arrive at a figure of 371 million bushels, which is one million bushels less than the five-year average of 1928-32. Further study shows that the September first estimate of the 1937 yields in the five states of Maine, New York, Pennsylvania, Ohio and Michigan, the group which largely supplies the late potatoes for eastern cities, is 148 million bushels compared with nearly 137 million bushels in the short crop year of 1936. The excess of 11 million bushels this year may be considerably lowered by subsequent reports.

We also find that the present sluggish market at a level slightly lower than \$1.00 cwt. in eastern markets compared with nearly \$2.00 cwt. a year ago is not

substantiated by actual supply and demand figures. Market supplies during the past few months have never been heavy. The dealers have been buying cautiously and in small amounts because they fear for the future market, recalling quite vividly the trimming they took in 1936-37 when they bought ahead during a short crop year. The present market, therefore, is controlled by fear rather than by supply and demand. Growers offering large supplies fearing freezing weather or lower prices; dealers buying reluctantly, fearing that they will be caught with potatoes on a falling market.

Carlot shipment figures show that 25% more potatoes have been shipped from the 1937 crop than were shipped from the 1936 crop to the corresponding time last year; and if truck shipments have moved at a correspondingly increased rate which they probably have, we may surmise that potatoes are being consumed considerably faster than a year ago. This is as would be supposed since purchasing power is greater than a year ago and potatoes are relatively cheap compared to many other foodstuffs, and especially meats, eggs and cereals. If potatoes should continue to move into consumption throughout the season at a rate 25% in excess of 1936, there would not be as many potatoes left on farms in April of 1938 as there were in May 1937.

Several other factors may affect the market. Whenever prospects appear extremely favorable for any crop, as they were for potatoes during the summer, it generally follows that the crop reports prove later to be in excess of actual supplies harvested. Also, in low-price years large supplies of off-grade and size-B stocks never get to market. These are generally fed to live-stock or are discarded, since transportation charges do not allow their profitable marketing. Both these factors may have some bearing on the 1937-38 potato market situation.

To summarize, the situation is not as gloomy as it appears to be from the surface. However, the purpose of this article is not to predict that the market will or will not strengthen sufficiently during the winter to offset storage losses of weight. There are conditions which look favorable, but on the other hand,

(Continued on page 18)



## Advertising Pennsylvania Potatoes

by YATES CATLIN, *Chief, Division of Crop Reporting and Information,  
State Department of Agriculture*

The Irish or white potato is a universal food. In one form or another it is on every banquet menu, on every hotel and restaurant menu, on every special platter or short order. And potatoes are to be found in every kitchen and kitchenette.

Therefore, one may ask, "Why is it necessary to advertise Pennsylvania potatoes?"

There are two groups of Pennsylvanians to whom we must sell Pennsylvania potatoes.

That group of Pennsylvanians who demand the best and believe the advertising claims of potato growers in other States.

And that other large body of Pennsylvanians who take too seriously the claims of the anti-starch school of dieticians.

These two great markets can be regained by advertising.

Keystone State potato growers who have adopted approved varieties and modern methods of production and who avail themselves of the grading and inspection service of the Bureau of Markets of the Pennsylvania Department of Agriculture are in a position to deliver to the dealer and consumer as good a product as can be obtained from other States at higher prices.

And home economics scientists have demonstrated to the satisfaction of all but the gullible or obstinate that the white potato not only can be eaten without threat to the waistline but is an important part of the healthful diet.

Potato advertising and publicity should pursue two general themes—educational and appetizing.

Merchants, consumers and processors must be educated in the advantages of Pennsylvania grown potatoes.

The diet-conscious consumer must be shown how he or she can enjoy the tempting flavor of potatoes and still maintain that youthful figure.

And that part of the populace, which has steeled itself against that almost irresistible desire and yearning for potatoes which are natural to all civilized

mankind, must have its will broken and caused to surrender to those pangs of hunger which only a steaming hot baked potato or a skillet of home fries can satisfy.

These are not impossible things. The art of advertising and publicity has accomplished greater miracles.

Newspaper display advertising and publicity will break down the greatest sales resistance, especially if the program appeals to human appetites—and none denies the appeal of the spud.

Such a program of advertising and a publicity campaign along these lines should be accompanied by display advertising in grocery and produce stores and markets.

And every store in which potatoes are sold is a distribution agency for printed recipes which make even the cook's mouth water.

And there is outdoor advertising, also!

Potatoes have been making news in Pennsylvania during the past year, but during the next few years they will write history. How well and how completely that history is written will depend upon how well the organized potato growers advertise their perfect product.

The other day I saw in the Harrisburg office of J. Hansell French, Secretary of Agriculture, a tray of specimens of a new variety produced by Dr. E. L. Nixon on experimental plots in Potter County. Their perfection thrilled their admiring audience.

Those thrills can be transported to the consumer by intelligent advertising and publicity.

### MORE GRADING

Grading and government inspection of fruits and vegetables are spreading so rapidly throughout the United States that in spite of the nation-wide drought last year there was an increase of 27,000 cars during the fiscal year which ended on June 30. Growers submitted 367,000 cars of fruit and vegetables for inspection and grading during that twelve months period.

## Future of the Potato Industry in Pennsylvania

by J. HANSELL FRENCH,  
*Secretary of Agriculture,  
Commonwealth of Pennsylvania*

Since my appointment to the cabinet of Governor George H. Earle nearly three years ago I have been asked by farmers in every corner of this great agricultural Commonwealth why I showed such intense interest in potato culture and marketing; why I was to be found so often in the potato fields of our State; why I supported so vigorously in the 1937 legislature Acts 275 and 276, the passage of which were so vital to the potato industry.

My answer to all these questions is: I firmly believe in the future of the Keystone State's potato industry.

Last year I witnessed an increase of \$3,000,000 in the cash income of a relatively few progressive Pennsylvania potato growers by the simple expedient of grading, selecting and careful packing of their potatoes.

The other day a grading demonstration on a Western Pennsylvania farm considerably increased the market value of that farmer's crop.

Farmers throughout the State are rapidly discovering the value of a big crop of *quality* potatoes and the worth to them of grading and modern marketing methods.

Our farmers have also demonstrated that Pennsylvania's soil and climate are admirably adapted to the production of quality potatoes.

And through the generous cooperation of the grocery and produce stores last year it was demonstrated quite forcefully and convincingly that Pennsylvania housewives can be taught in one or two easy lessons to ask for Pennsylvania graded potatoes.

And the world's greatest markets are at our very door.

I do not believe that Dr. E. L. Nixon, State College potato expert, exaggerated when he said that potatoes, properly produced and marketed, can pay off the mortgage on every fertile Pennsylvania farm.

Because potato culture is suited to the farming conditions which prevail in our State and because many of our farmers

in the past have devoted themselves to the production of "just potatoes" rather than to the development and production of a "prestige potato" and have worried about, but, until recently, done nothing about the competition of other States, I say the potato industry in Pennsylvania HAS A FUTURE.

Which means a greater future for farming in Pennsylvania.

## Pennsylvania Potatoes

Surpassed only by Maine and New York in potato production, Pennsylvania last year stood second in the value of the crop. That standing is largely due to the grading and marketing program, assisted by the State Department of Agriculture in co-operation with the growers and distributors, which is estimated to have increased the profits of the farmers by at least \$3,000,000.

This demonstration that high-grade products bring better returns was not lost on the Legislature, which, for the first time, recognized the importance of the lowly tuber to the Commonwealth by a specific appropriation to be devoted to "developing new varieties and improving cultural practices and giving attention to such other matters relating to the cultivation, use and disposal of the crop."

Those to whom "spuds is spuds" will be surprised to learn that the Irish or white potato is available in more than 20,000 varieties. All of these may be found under cultivation on one experimental plot near Coudersport, Potter county. Another farm near Hershey is experimenting with 5,439 varieties. This would seem to be enough—and perhaps it is. At any rate, Dr. E. L. Nixon, State College expert, is confident that, armed with \$25,000 for research, he can develop a potato perfectly suited to the soil, climate and consumer needs of the State. Visioning a variety whose increased yield will displace corn as "king" of Pennsylvania crops, he predicts that the improved potato will some day pay off every farm mortgage in the State.



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### DAYS OF OCTOBER

The Summer vanishes, but soon shall come

The good young days of yet another year.

So do not mourn the passing of joy,  
But rather wait the coming of a good,  
And know God never takes a gift away  
But He sends other gifts to take its place.

### POTATO MEN SAY MAINE

#### CROP ESTIMATE TOO HIGH

"Many growers and dealers continue to believe that the Maine potato crop estimate is too high," says Donald W. Reed of the University of Maine Extension Service, in the September newsletter to potato growers.

The September 1 estimate of the United States crop was 403,000,000 bushels, with the Maine crop estimated at 49,000,000 bushels, a drop of 2,000,000,000 from the August 1 estimate.

"The effect of the favorable growing weather during the last part of September should not be overlooked," Mr. Reed declares. "Wherever the tops are green, substantial increases in yield occur during favorable weather between September 15 and killing frosts."

Mr. Reed said that shipments to September 19, from the 18 surplus states were 1,677 cars less than last year, with Maine shipments 519 cars behind a year ago.

The Maine crop is moving into storage with as few sales by growers as possible.

Of the Agricultural Adjustment Administration plans for raising prices to potato producers, Mr. Reed says:

"In the recent referendum in Aroostook county, a greater than 50 per cent 'no' vote was recorded on the proposed marketing agreement. Other parts of the AAA plan contemplated removing 6,000,000 bushels through payment for livestock feeding, 3,000,000 through starch diversion, and 6,000,000 through relief purchase. AAA officials thought that the marketing agreement might lead to withholding 5,000,000 bushels of culls from the market.

"If the AAA can secure the cooperation of the industry and actually reduce offering by 20,000,000 bushels of potatoes, there will be some improvement in prices."

### HOLLOW HEART NOT SERIOUS

J. Hansell French, Secretary of Agriculture, claims that reports of "hollow heart" injury to Pennsylvania potatoes are greatly exaggerated. He attributed the exaggerated reports to dealers seeking to buy potatoes below the market price.

Growers are advised by the State Bureau of Markets that this condition is found in a few low-lying fields and is caused by excessive moisture. Affected crops have shown only 5 to 10 per cent hollow tubers.

Federal-State inspectors are instructing growers to eliminate oversize, rough and malformed potatoes and to grade as U. S. No. 1 slightly hollow tubers. Most any degree of hollowness is permissible in the U. S. No. 2 grade.

## POTATO CHIPS

The Potato King of Montgomery County, Mr. Jacob Wile, states that the price of all Pennsylvania potatoes sold in the Philadelphia market last winter was at least 25 cents a hundred higher than it would have been without the Cooperative Marketing Program. He believes that all Pennsylvania growers, for their own good, should sell at least part of their 1937 crop in Association bags. If the growers do not support their State Association there will be no income to carry on this valuable work which is giving all Pennsylvania growers a greater income. As Bower says, "Some consider the Association to be a philanthropic organization but to continue to operate the bank account must occasionally receive a few checks from the sale of bags."

"Denny" Denniston, long with the Extension Service and just as long in the hearts of Pennsylvania potato growers, has accepted the position of Potato Marketing Specialist with the State Department of Agriculture. "Denny" and his cohort, Poole, will work directly under Secretary French for the advancement of Potato Interests. If that hook-up does not start Pennsylvania potatoes on "The Road Back," I'll miss my guess.

Dame Rumor whispers that Jacob Mast, of Elverson, may be the champion Pennsylvania grower of 1937. Louis Reitz will also be in the running with a field which may produce close to 700 bushels to the acre. Some potatoes, eh what?

First three prosecutions made under the marking law shortly before this was written. Potatoes exposed for sale in Philadelphia, Pittsburgh and in other Pennsylvania markets ARE being properly marked. The Dept. of Agriculture may well be proud of the remarkable results attained in so short a time.

There are two seas in Palestine, both fed by the same river. One is brackish and dead, the other alive and wholesome. What makes the difference? One receives and gives; the other receives and keeps. Aren't we all either like one or the other?

Early killing frosts arrived shortly after the middle of September in Potter, Somerset, Indiana and in other heavy producing counties of the state. In 1936, potatoes had good growing weather well into October—3 to 4 weeks later. The result is excellent quality but many medium sized spuds. Prevalent reports notwithstanding, considerably fewer potatoes will be stored on Pennsylvania farms on November first than there were a year ago.

Have received authentic word that dealers have recently paid producers in the state as high as \$1.00 a hundred and later sold the same potatoes in the markets for 80c, the purpose being to wreck cooperative potato marketing. Growers who accept these bait offers have only themselves to blame if the industry should be unsuccessful in establishing a premium market for high quality Pennsylvania spuds.

Did you read Peterson's article in the September GUIDE POST on mechanical injury? If not, dig it out and read it from beginning to end. Better yet, if "Pete" gives a talk on the subject in your locality, don't miss it! Damaged tubers cost you money.

Will retract anything good I ever said about the Kahtahdin. The blamed things may have introduced a new bacterial wilt into Pennsylvania, pathologists tell us. And to add insult to injury it is reported that Maine growers state (privately) that the only reason they grow them is for sale as seed to suckers in Pennsylvania.

McWilliams, Cambria County Agent, and Hutchison, Luzerne County Agent, recently held enthusiastic growers' meetings where plans were made for cooperative potato marketing. More power to these energetic public servants. Through the cooperative efforts of all concerned, the Pennsylvania potato industry can really go places and do big things.

Aside from greatly overestimated hollow-heart in Cobblers, grown in the eastern part of the State, the 1937 crop of spuds in Pennsylvania is of the highest quality within my memory—and as the

(Continued on page 18)





Photos reminiscent of summer activity for the Pennsylvania Potato Growers. At top, J. A. Donaldson, Dr. E. L. Nixon, Walter Bishop and E. B. Bower inspecting seedlings. Center, Dr. Nixon explaining a new variety to interested group of growers. (Perhaps you're one of them.) Bottom is snap of a group at the Hershey Field Meeting. (These photos through the courtesy of J. W. Warner, County Agent at Indiana).

## The Romance of the Potato

by L. T. DENNISTON

The early history of the potato is obscured by conflicting stories, many of which must be relegated to the sphere of romance. Truly, if we consider its discovery, its travels, its struggle for adoption as an important article of food, and the part it has played in the lives of so many people of the different countries in which it is grown, we will find its entire history one of romance.

The potato was discovered by the Spaniards as a native plant of the New World during the latter part of the sixteenth century. Contrary to common belief, it was not found in the Virginia Colony of North America, but was native to the mountains of Peru and Chile of South America. The exact date of its introduction into Europe is not known. It was undoubtedly carried by the Spaniards on its first long ocean voyage on their return to the Old World.

The most striking legends of the potato's early history, which authentic facts now disprove, are centered around the voyages and lives of Sir Walter Raleigh and Sir Francis Drake. The legend of Sir Walter Raleigh has Raleigh introducing the potato from Quito into Ireland, and having it planted in his garden at Youghal. On the plants arriving at maturity, Sir Walter's old gardener, availing himself of the privileges of his situation, gathered some of the fruit, or "potato apples" as they are now called, and tasted them. Anyone who has eaten of this particularly unpalatable and unwholesome production will feel no wonder that the ire of the old gardener should have been raised. Breaking in unceremoniously on his master's studies, he exclaimed, "If this is your fine foreign fruit, I would not give it room, not I." "Well," said Sir Walter, "if it is as bad as you say, dig it up at once; but if you find any roots worth looking at, bring them to me." It is, perhaps, needless to say that the roots proved very well worth examining if they were truly potatoes.

For more than a century after entering Europe the potato was grown as a curious plant in gardens both in England and on the Continent. Its food value was first recognized in Ireland, where condition of soil and climate were particularly favorable for its propagation.

It was the Irish peasants who first took up the cultivation of the potato, and it soon became their only food crop, serv-

ing for breakfast, dinner, and supper. Their affection for it is shown by many pet epithets, including the "flowery potato," and the "laughing potato." The simplest form in which it was eaten by them was baked or boiled and dipped in a saucer of salted milk. Between meals the children were allowed to roast potatoes on their own account in the turf or wood ashes. It was a common sight in passing a cottage to see a group of little ones run to the door, each with a roasted potato in his hand.

For the Irish the potato acquired an almost sacred significance, as the daily bread which they received in answer to their prayers. In certain localities it was customary at the time of planting for the parish priest to march solemnly to the field and bless it, praying for a bountiful harvest. The potato, however, was not an unmixed blessing to Ireland. Though it yielded an abundant return for little labor, yet the occasional failure of the crop caused unspeakable misery to the people.

It was not until early in the eighteenth century that the potato found significant favor in England. In order to promote its propagation in England, an edict was drawn up and presented to King Charles II that "every man in every parish shall grow an acre or two;" and suggests that out of every 30 pounds' worth grown in a parish, five pounds shall be paid as tribute to the king.

In Scotland, potatoes were first cultivated as a field crop in 1739. Although their culture was successful, they did not meet with favor among the higher classes, while zealous Presbyterians looked at them askance, declaring that potatoes are not mentioned in the Bible. It was not until they were urged by hunger that the Scotch seriously took up the cultivation of the potato and became convinced of its excellent qualities.

The first active measures taken for the introduction of the potato into Prussia were those of the great Elector, Frederick William, who in 1651 caused potatoes to be planted in the Berlin Lustgarten. His grandson, King Frederic William I, in his effort to foster potato culture, resorted to drastic steps, threatening to cut off the noses and ears of all who refused to plant them. This edict could not have been very successful for the real credit for promoting potato culture in Prussia goes to his illustrious son, Frederick the Great.



The Seven Years War did much toward establishing the potato culture in Prussia and other parts of Europe on a firm basis. It was, as a prisoner of war, that the now famous Frenchman, Antoin Parmentier, conceived the idea of introducing the potato into his native country. Potatoes formed a large portion of his diet as a prisoner of war and he liked them. After returning to France he entertained Benjamin Franklin, Lavoisier, and other distinguished guests with a great dinner at which the bill-of-fare consisted entirely of potatoes served in various ways.

The story of how Parmentier popularized the potato in France is by far the most romantic bit of history connected with the potato. It has formed the subject for many writings and paintings to this day. Securing a tract of land from the King, Parmentier proceeded to plant the entire grant to the precious tuber. He fully realized that he must break down innumerable false conceptions that had arisen in regard to the potato throughout France, and establish its richness or true values. In order to forward his ends, he caused his potato plantation to be guarded by Royal soldiers in full uniform throughout the day under pretext of preventing depredations; but at night the guard was withdrawn, whereupon a number of people, allured by the attraction of forbidden fruit, came secretly to steal potatoes, to plant them in their own gardens or to eat them. This was the very object which the good Parmentier had in view. When his potato plantation was in full bloom, Parmentier made a great bouquet of potato blossoms which he carried to Versailles, and presented to Louis XVI. The King placed one of the flowers in his buttonhole and in the evening Marie Antoinette appeared with a cluster in her hair. This was sufficient. All the court followed the example of their sovereigns. In graciously accepting Parmentier's offering, the King said: "France will thank you some day for having found bread for the poor." No statue has been erected to Parmentier's honor, but on his grave potatoes bloom each year, showing that he has not been forgotten by the people of France.

The potato was brought to North America in 1719 by a group of Scotch-Irish immigrants who established a settlement at Londonderry, New Hampshire. The potato was the major food crop of these settlers and its cultivation rapidly spread to other colonies. Although our history is devoid of any romantic tales in the potato's early adoption in this

country, there were no doubt individuals in this early period who championed its cause and who will never receive a just portion of the credit due them.

In later years such men as Joseph Harris, E. S. Carman, T. B. Terry, and Dr. D. D. Fritch are worthy of the historian for the part they played in stimulating interest and promoting potato culture. Terry might well be called the founder of modern potato culture. Fritch was an ardent contemporary of Terry. In 1908, United States Secretary of Agriculture Wilson said: "Mr. Fritch of Macungie, Pennsylvania, is the most competent person in the country to give advice on potato farming."

It is doubtful if the potato has ever had a more enthusiastic exponent than Dr. E. L. Nixon, whose work in Pennsylvania has extended his influence throughout the whole eastern United States. He is the most energetic challenger of the many traditions which have followed the potato, establishing in their stead, scientific principles and methods of culture. Since 1922, when he originated Pennsylvania's famous "400 Bushel Club," more than a thousand growers have proven his principles and methods by growing 400 bushels of potatoes on a measured acre of land. Men like Walter Bishop, Al Snyder, Harvey Baum, Joe Fisher, the Waltons, and many others have found not only "Romance" in this new potato culture but a true richness of life itself. Dr. Nixon is credited with saying, and firmly believes that, "Truly, the potato is the greatest public servant in the world."

"One of the most valuable secrets of successful potato storage," says Prof. J. M. Raeder of the Idaho Experiment Stations, "is in harvesting the crop with a minimum of mechanical injury. Injuries to the potato tuber during the digging process almost always result in a tuber unfit for use. An injury produced in digging affords an entrance for rot-producing organisms."

#### Usual Covering

A caller at the home where there had been bereavement, was left alone with the small boy of the family for a little while.

"And was your grandpa covered by insurance?" asked the caller.

"No'm," replied the boy, "he jest had on a night shirt."—Alto Herald.

## OVER THE PICKING TABLE

by INSPECTOR THROW-OUT

"When you are Down in the Mouth remember Jonah, he came out All Right."

\* \* \*

Let us do a little good each day at some cost to ourselves.

\* \* \*

We are told that Joe Fisher, the Potter County spud grower, is always harping about his native county, Somerset.

\* \* \*

Once a man with a Sunday school smile Fell under a bad lady's guile.

While it lasted he grinned,

And most cheerfully sinned,

But he missed Heaven's gate by a mile.

\* \* \*

We have just been informed that a grower in Lehigh County was arrested by the weights and measures inspector for bragging about a ten-pound baby. Watch your step, Bob.

\* \* \*

Nature has given to man one tongue, but two ears, that we may hear from others twice as much as we speak.

\* \* \*

If you are worried about marketing your spuds profitably, get next to the Blue Label bags. They'll end your troubles.

\* \* \*

When a fellow stops trying—he starts lying.

\* \* \*

A freighter was unloading its cargo at New Orleans, and was short-handed. The captain of the ship called to a loafer on the dock and asked him if he wanted work.

"Not for you, you blankety-blank scoundrel!" he said.

"Who is that guy?" someone asked.

"Darned if I know," said the captain. "But he seems to know me."

\* \* \*

J. K. Mast says there are a lot of men in our organization whose password is "It can't be done."

\* \* \*

P. D. Frantz says there are hundreds of the boys who will not say no until they try it.

From one of our soldier friends comes this one of the colored soldier who had been peeling potatoes until his hands ached. Turning to a fellow K. P., he said: "What dat sergeant mean when he called us K. P.?"

"Ah dunno," replied his co-worker. "But from de look on his face ah think he meant 'Keep peeling.'"

\* \* \*

Here is the one about the big business man who went in for inspirational stuff in a big way. He was continually placarding his office and plant with slogans, and bored his friends about their effectiveness and worth.

"Here's a new one I'm putting up," he told a visitor one day and handed him a placard which read: "Do It Now!"

A few days later the visitor was back and asked him how his latest slogan had turned out.

"They took it too literally," he complained. "No sooner had I put up the cards than the payroll clerk skipped with two thousand dollars, the bookkeeper eloped with my secretary, and the shop crowd organized a union and demanded a twenty per cent increase in pay."

\* \* \*

A child, who had been taught that Socrates had a wife who was unpleasant to him, and that the great philosopher drank hemlock, when asked the cause of his death, replied: "Socrates died from an overdose of wedlock."

\* \* \*

Admission to Moscow theaters is paid in vegetables. However else it works, it is one good way to make an audience leave its vegetables at the door.

\* \* \*

Always remember to protect the birds. The dove brings peace and the stork tax exemptions.

\* \* \*

We hear that one of our growers from Bucks County says he never did and never will hide behind a woman's skirt.

A grower from Erie County says judging by the length of the skirts nowadays the grower from Bucks would have a problem hiding behind them.

\* \* \*

From Maine: "Potatoes are grown to keep the vines from blowing away; the

(Continued on page 15)



## Survey of Potato Farms—Lehigh County—1937

### Note:

This survey was forwarded to all Lehigh County growers by A. L. Hacker, County Agent, to get information to assist in the planning of improved production and marketing programs in Lehigh County. It is a worthy project, good for all counties, or even for individuals to take stock of themselves.

- Township.....
1. Total acres in farm..... Usual potato acreage.....
  2. After what crop do you plant potatoes.....
  3. How many bushels disease free-Certified seed planted this year.....
  4. Acreage of each variety planted,  
     Russets....., White Rural....., Green Mts.....  
     Cobblers....., Katahdin....., Others.....
  5. Amount of fertilizer applied per acre.....  
     What analysis..... How applied.....
  6. Sprayed..... How often.....
  7. How many bushels do you store.  
     In potato cellar?..... House cellar..... Barn.....
  8. What part of your potatoes are sold?  
     a. To truckers at farm.....  
     b. Hauled to Philadelphia on commission.....  
     c. Retailed..... Where retailed.....  
     d. Wholesale to stores, hotels, etc.....  
     e. To chip factory.....
  9. How do you prefer to sell.....
  10. Has it been more difficult to sell in recent years than formerly.....
  11. What is your principal disease problem, if any.....
  12. What is your principal insect pest, if any.....
  13. What do you consider the most important problem affecting the potato industry in Lehigh County?  
     .....  
     .....  
     .....

A. L. Hacker  
County Agent

## The Percentage of No. 1 Potatoes

In big-crop years, the percentage of No. 1 potatoes which a grower harvests is a very important factor in determining the profit from his crop. Potash plays an important role in the production of No. 1's. To see that your fertilizer contains enough potash to satisfy the greedy appetite of potatoes for this plant food is cheap insurance for an increased number of tubers of the size, shape, and quality to grade No. 1. Plenty of potash will also help to keep the crop growing normally to maturity and to ward off damage from early frosts.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. To insure a good crop against potash deficiency, apply 200 pounds of  $K_2O$  per acre. With usual rates of application this means that the mixed fertilizer must contain at least 10% potash.

Write us for additional information on the use of potash.

---

## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



## First Think—Then Sell

by S. R. POOLE, Senior Marketing Specialist,  
Pennsylvania Bureau of Markets

When we compare our present harvest potato market with the same period in previous years, we find that usual conditions exist. That is, growers in the heaviest producing areas suffer most from low prices, while in lighter producing sections, prices are in line with those of the general market. For example, growers in some of the lighter producing sections are receiving from \$1.00-\$1.20 per cwt. at their farms while in heavy producing areas, prices range from 70c to 80c per cwt.

Such price variations should make us exercise judgment in marketing. This should prove to growers in heavy producing sections that they should not become panicky and "dump" their potatoes on the market or sell to the first one who comes along and makes an offer, unless that offer should be in line with prices in less distressed areas.

Under present seasonal conditions of a reported heavy crop in the commercial states, no one will hazard a guess as to what prices are going to be after potatoes are harvested and in storage. While I, too, would remain in that conservative class, I do feel that after our remaining potatoes are in storage, there will be an increase in the general price level of Pennsylvania potatoes.

It is estimated that 5,000,000 bushels more potatoes are consumed in Pennsylvania than are produced here. Southern markets are opening up to Pennsylvania potatoes. In fact, a relatively heavy tonnage was shipped into the South last season, and there is an increased demand and inquiry for our potatoes this season from border states. We, of course, must not lose sight of the fact that other states are shipping into our markets, and will continue to do so, but we should also remember that potatoes from the commercial states that usually ship heaviest into our markets carry a freight charge that this season should mean a reasonably fair profit for our growers.

While I would not want to be one to say that after your potatoes are in storage, close the door and forget about them until there is at least a 50% increase in price over the present market, I would say to the grower in the distressed areas—look around a bit; listen to the man

who has a cooperative selling plan to offer; see what growers in the neighboring counties and in the less distressed areas are getting for their potatoes before you develop a case of jitters and dump your potatoes on your local market or sell to the itinerant huckster who must have his profit and still dispose of the potatoes, usually at a price in the lower level of the general market.

## Strange Country—Up North

Joe Fisher and George Barnett, both formerly from Somerset, now operate a large potato growing farm in Potter County under the name of Fisher and Barnett.

A few weeks ago, George took the plow and tractor out intending to plow a small corner of land which was a little rough. About an hour later Partner Joe saw George return with tractor and plow.

"Did you break the plow, George?" he asked.

"No," George answered, "but I saw an Indian down where I was plowing, and I just told him he could have that corner of field back!"

About an hour later, George went into town to locate a restaurant and some lunch. On the locked door of the restaurant he found a sign which read:

### OUT TO LUNCH—BACK AT ONE.

Apparently George was irritated, for the next day he was seen thumbing his way North.

"And where are you heading?" asked the traveling man who picked him up.

"To Buffao," replied George, "where I understand the restaurants are kept open during the noon hour."

### Not Immune

"That dentist wasn't painless."  
"Why, did he hurt you?"  
"No, but he yelled when I bit his finger."—Carnegie Tech Puppet.

## OVER THE PICKING TABLE

(Continued from page 11)

grower from going away, and the buyer from throwing away his money on Wall Street, loaded dice, pumpkin games or the similar forms of gambling.

"Potatoes are handled as though they were worth a million dollars. They are sprayed over by the grower, prayed over by his wife and preyed upon by the buyer. They are nitrated, freight-rated and berated. They are thinned, washed, rinsed, sized, wiped, blowed upon, labeled, and selected. They are inspected, insected, dissected, and rejected.

"They are graded by the grower, regraded by the inspector and unbraided by the state experts. Any man that can think up new ways of rejecting potatoes is called a horticultural inspector and given a \$4,000 job by the state.

"After the grower does all this, and gets what potatoes are left into a freight car, he turns them over to a broker. He is called this because he is the same as the grower, only broker. This man sends them 2,000 miles away and has them looked at by a color-blind confederate, who telegraphs back that they 'Can't handle car at any price account of lack of color. Try to get a half dollar off per hundred.'

"Then they call in the grade guesser. The paid guesser is called an inspector by the authorities, a crook by the buyer and a darned fool by the grower. After two more telephone calls, the grower says: 'All right, do the best you can for me, will you?', and he goes out to load up another car.

"The broker brings them back to the next town; sells them for 10 per cent less than the price and deducts freightage, demurrage, storage, lighterage, towage, breakage, postage, and his own age, that leaves the grower's children entering the orphanage."

\* \* \*

Think big, talk little, love much, laugh easily, work hard, give freely, pay cash and be kind—it is enough! Do these and there will be little danger to your immortal soul.

### Quadruple Negative

Chaser—"Give me your telephone number, Gretchen dear."

German Girl—"9999."

Chaser—"All right. Then don't."—Sun Dial.



Mr. Smith: "Does fall liming pay?"

Mr. Jones: "Mr. Smith, fall liming with Whiterock Nittany Agricultural Hydrate, Run of Kiln, Pulverized Quicklime or Agricultural Pulverized Limestone can be done economically in November.

"Large supplies, good roads, no congestion, efficient service—and the price is right.

"Yes, Mr. Smith, fall liming will release the working capital of the soil and increase your working capital in the Spring.

### WHITEROCK QUARRIES

Bellefonte, Pa.

### Legal Pennsylvania

## TRESPASS SIGNS

Protect your property against careless hunters and trespassers.

Size 11x14 inches, tough card, large bold type, weather proof ink. Approved by the Dept. of Agriculture.

— Prices —	
12 signs	50c
25 signs	\$1.00
100 signs	\$3.25

Or send 5c for sample. Representatives wanted. Special prices to granges, farm groups, game preserves, etc.

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Printers—Stationers  
EMAUS, PA.



## News from Various Potato Sections

### PENNSYLVANIA POTATO MARKETING LAW IS FURTHER CLARIFIED

Harrisburg, Pa., Oct. 8.—Additional instructions relative to the marking of closed packages of potatoes with the grade of the contents were issued recently by J. Hansell French, Secretary of Agriculture.

Potatoes packed on the farm in closed containers for shipment direct to potato chip manufacturers or other processors are not exempt from the compulsory marking act. Many farmers were under the misapprehension that the law applied only to retail shipments.

Several arrests have been made in various parts of the State by Bureau of Markets agents for failure to remove old

markings from potato containers or for failure to attach proper markings.

State agents have also found shippers using the wrong colors on their containers and tags to identify the grade of the contents. Red tags, instead of green tags, have been found on shipments of "U. S. commercial" potatoes.

After October 22 it will be illegal to use the official colors contrary to the following chart:

Blue—U. S. fancy extra No. 1, U. S. No. 1, Size A.

Red—U. S. No. 1, Size B.

Green—U. S. commercial.

Orange—U. S. No. 2

White is recommended for unclassified packs.



An outstanding field of the Nittany Potato in Potter County. This new seed, brainchild of Dr. E. L. Nixon, looks to be THE Pennsylvania variety of the future.

### POTATO DIGGING GENERAL IN IDAHO UPPER VALLEY

Potato digging in the upper valley of Idaho became quite general early this week and many growers were putting stock in storage for later sale. The quality and size of shipping stock was generally reported excellent. Although there is, of course, some variation in different lots, much favorable comment is heard from dealers on the ground and some en-

thusiastic reports have been had from the receiving trade. A wide distribution is anticipated this season and a broad outlet has already been reported on the current passings. The fine quality and good values are expected to make a strong appeal to the consuming public and attract trade from many quarters. Maturity has improved since the general frost in this portion of the state occurred the morning of September 25.

(Continued on page 18)

If You Are Interested in Marketing Your  
Potato Crop This Year on a Conservative,  
Profit Yielding Basis, Consult—

**ALBERT C. ROEMHILD**

COMMISSION MERCHANT

122 Dock Street

Phone Lom 1000

Philadelphia

**Boggs**

The "Standard"  
Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.



Recent shipments have included Russets, Rurals and Triumphs. Most of the shipments are put up in 100-pound sacks, but some orders for small packages have been filled. Incoming business includes some deals for stock with special size specifications. A large percentage of the movement is U. S. No. 1.

Shipments of about 5,000 cars have been made to date, approximately one-third having originated in the early district around Nampa and Caldwell.

Carlot cash prizes at shipping points during the first few days of October were mostly 60 and 65c for U. S. No. 1 with some extra fine large stock packed in private brands bringing 67½ and 70c. No. 2s have mostly sold for 35c with a few higher.

#### Potatoes Got Too Much Rain

Richford, N. Y., Oct. 1.—Approximately 50 acres were planted to potatoes this year, about the same acreage as last year. Yields so far, for as much of the acreage as has been dug, have been smaller than last year and smaller than average. All were shipped by truck to local markets. Excessive rain, uncontrollable weeds, and no fertilizer on account of low prices the last few years have cut the yield. The quality is good but the potatoes are not as large as usual here in Tioga county.—L. L. W.

#### POTATO CHIPS

(Continued from page 7)

old dome is mostly covered with gray foliage by now, I do recall quite a number of crops back. With such excellent quality in the field-run stock—*what* an opportunity to really put our spuds on the map!

\* \* \*

The Bureau of Markets reports every possible assistance is being offered interested parties in qualifying as competent potato inspectors. Attend an Inspectors' Training School in your locality—if that is down your alley. The Extension Service offers grading information through state-wide meetings called by the County Agents. Attend your next County meeting if you have insufficient grade knowledge to pack and label your potatoes confidently.

Frequent reports of a tremendous potato crop—still mythical—may cause some of us to sell below cost of production. Heard Poole state at a recent growers' meeting that the market may strengthen after the "must sell" potatoes are disposed of. In other words sound "Murphies" in storage this winter may be property to be parted with only when the eagle screams loud enough to arouse our indifferent ears.

\* \* \*

Am informed that Markets' Director States addressed a large Growers' meeting in Somerset recently, explaining the provisions of the new marketing law, as he had done previously in a number of other leading production centers. Also, it is with reluctance and chagrin that I must inform you that Somerset was the only meeting where the law met any appreciable grower opposition, as I had always considered the Somerset growers among the most progressive and clear-thinking potato gentry of this fair Commonwealth.

—"BILL SHAKESPUD"

#### THE MARKET OUTLOOK

(Continued from page 3)

there are many heavy supplies available in the wsetern states of Idaho, North Dakota, Minnesota, Wisconsin and others, which affect principally the Chicago market but indirectly, just as surely affect eastern markets.

Whether or not you decide that this is a year for you to store, do not overlook the marketing assistance which you can give yourself by closely following the government market news reports, which list daily shipments, market supplies, and prices at shipping points and in principal cities. And lastly, a safe rule to follow every year is to avoid as much as possible selling into glutted markets during the harvest period of the fall and early winter months.

#### Opportunity

The father was marching up and down at midnight, with an infant in his arms, when there came a knock at the door. It was the tenant from below, carrying a pair of new shoes.

"I say, old man," he said, "while you're about it, you might break these in for me."—New West Trade.

# TAGGART

## Paper

# POTATO BAGS

are quality sacks designed particularly for the packaging of graded and selected potatoes. Good potatoes deserve TAGGART protection.

■

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THE LONG LIVED  
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AUTOMATIC  
POTATO PLANTER

This picker was taken from the first Four Row Iron-Age Potato Planter made, and sold to A. C. Ramseyer, Smithville, Ohio.

The Iron Age Automatic Picker is simple, durable, dependable, accurate and harmless to seed.

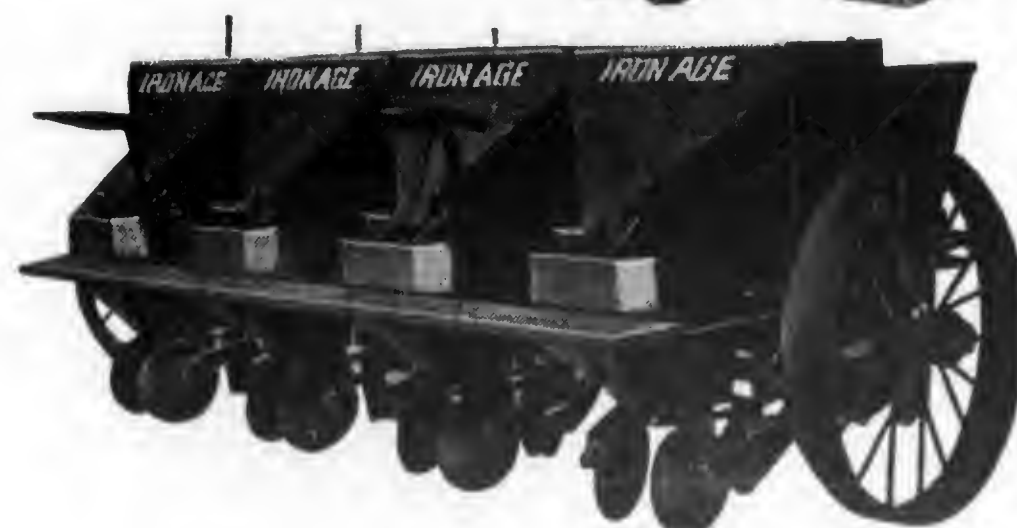
Adjustable for seed ranging in size from  $\frac{1}{2}$  to 4 ounces. These pickers are almost human in their ability to pick a piece of seed every time the picker arm passes through the seed chamber. Each picker arm resembles a mechanical hand in its precise handling of the seed.

An exclusive IRON AGE FEATURE.

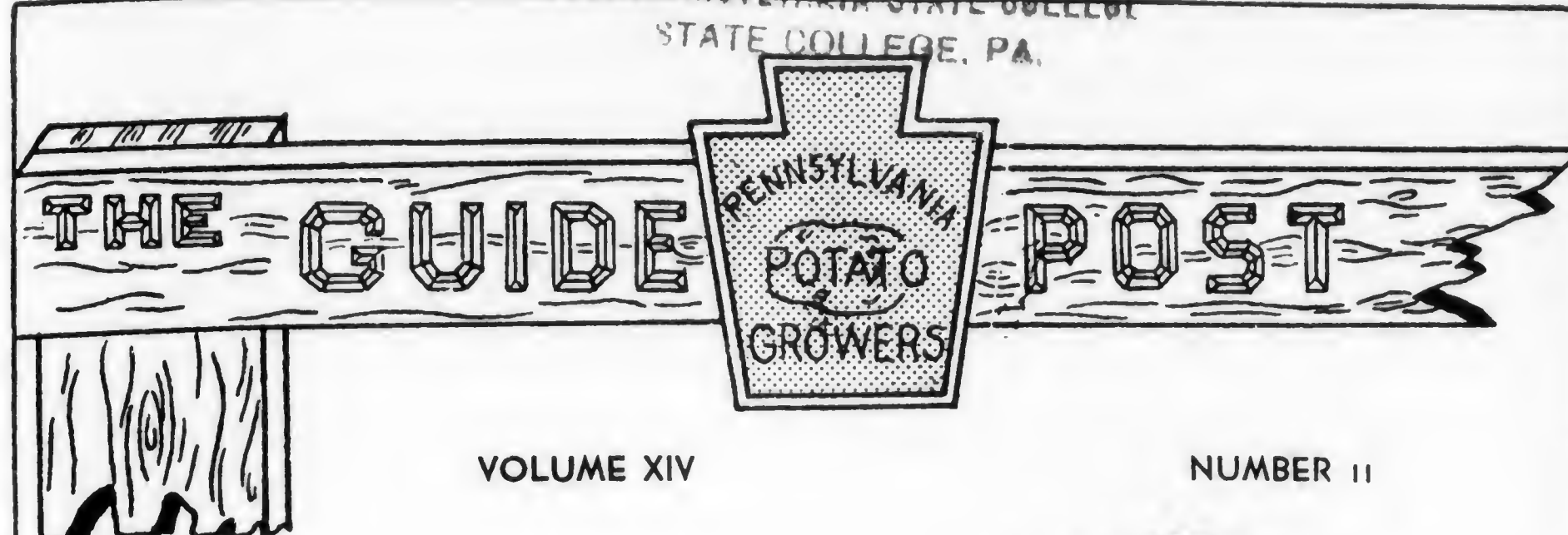
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THE PENNSYLVANIA STATE COLLEGE  
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NOVEMBER • 1937

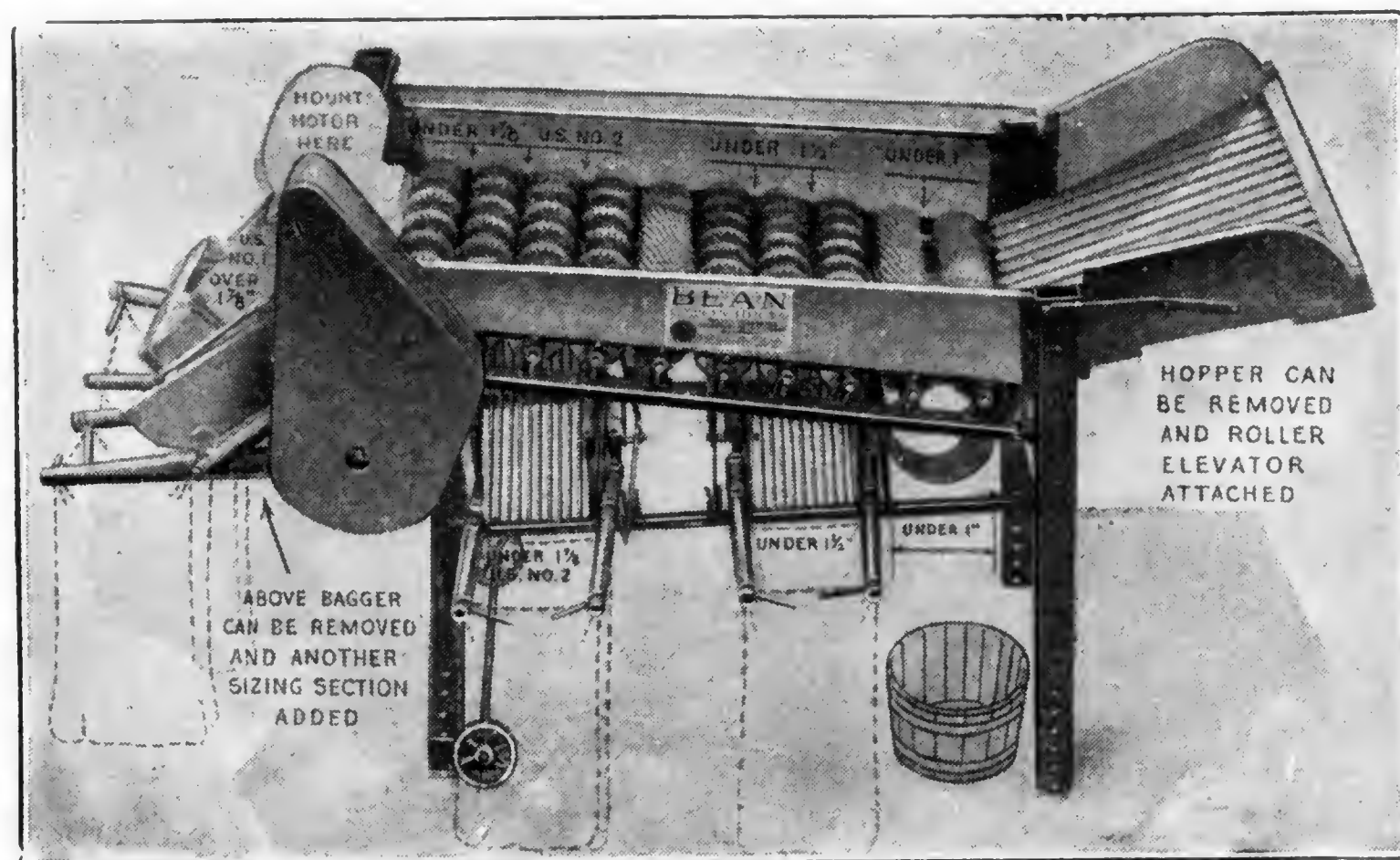
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PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED



# The Bean Rubber Spool POTATO GRADER

This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling.

These graders do not bruise or cut potatoes so that you get the benefit of your entire crop.



The picture above represents the finest and most accurate job of turning out five sizes ever performed, yet it is typical of the results obtained on the Bean Rubber Spool Potato Grader.

**JOHN BEAN MFG. CO.**  
LANSING, MICHIGAN

## "Why Grade Potatoes?"

by R. B. DONALDSON

*Agricultural Economics Extension, The Pennsylvania State College*

"Why grade potatoes when we can sell them without grading?" This is one of the common expressions heard throughout Pennsylvania. It is true that in most cases our potatoes can be sold at some price and on some market without grading. Selling potatoes either ungraded or according to unofficial grades is the practice which the majority of Pennsylvania growers have been following for the past 20 years. As a result they have lost a large part of their market to growers from distant states, particularly Maine and Idaho. The only reason these states can pay freight rates ranging from 60 cents to \$1.10 per hundred is because they have supplied Pennsylvania markets with potatoes of uniform quality, packed in attractive containers. These states have steadily taken a larger share of our most desirable markets, until we now find Maine potatoes sold in retail stores in our most intensive potato producing sections. The Pennsylvania potato in cooking quality is equal to and often superior to potatoes from other states which bring a premium over the majority of Pennsylvania stock. The outstanding reason for this is in their superior grading practices.

Some Pennsylvania farmers can be likened to the man whose barn roof had a hole in it; whenever it rained it was too wet to fix it, and when it was not raining it was not necessary to fix it. In other words, many Pennsylvania potato growers last year, when prices were high, stated that it was not necessary to grade as buyers would pay good prices for most anything and this year these same growers state that they cannot afford to grade because prices are too low. This attitude handicaps the progress of the Pennsylvania potato industry. The value of grading in the marketing of a crop of potatoes should be considered in much the same way as the value of the application of lime in the production of crops, not as to its effect upon the production of a single crop, but as to its effect upon all crops over a period of years. So it is with the grading of potatoes, growers must consider it as it affects the future welfare of Pennsylvania potatoes.

Therefore, with the increasing competition from other states that are grading rigidly, it is becoming more and more important that Pennsylvania growers follow a similar program. If fur-

ther encroachments on our potato markets are to be prevented, Pennsylvania farmers should look at this problem of potato marketing from a long time point of view.

The passage of the recent potato marketing and labeling law by the last session of the Legislature, which specifies that all potatoes sold in Pennsylvania in closed containers, unless marked "unclassified," must be marked with the grade, the name and address of the packer or shipper, and the net contents in either cubic measure or weight, makes grading a more immediate problem. This is particularly true when we realize that unless the potatoes are marked "unclassified" they must be marked according to Federal grades and the contents of the package must conform to the Federal grade marked on the package.

The Federal grades for potatoes were developed by actual work in the field, and are adapted to most any crop that may be grown. The Pennsylvania grower is most familiar with the U. S. No. 1 grade; however, he should not lose sight of the fact that there are other Federal grades in addition to the U. S. No. 1 grade into which his potatoes may be graded; namely, a U. S. Commercial grade and a U. S. No. 2 grade. Frequently, a potato grower has the impression that he is unable to meet the requirements of the U. S. No. 1 grade, believing that such a grade requires that all potatoes be perfect and entirely free from defects. A U. S. No. 1 is a good grade of potatoes; however, a potato in order to meet the requirements of a U. S. No. 1 grade does not necessarily have to be a perfect potato, it can have a certain degree of injury and still meet the requirements of the grade. In addition to this, the grade permits a tolerance of 6 per cent for potatoes affected with grade defects; in addition, 5 per cent for hollow heart and 5 per cent for undersize. If the quality of the crop is such that the grower feels that it would require too much culling to make a U. S. No. 1 grade, then it might be advisable to pack a U. S. Commercial grade, which permits a total of 20 per cent grade defects. There still remains a third grade, known as a U. S. No. 2 grade, for potatoes of a quality lower than the other two grades. A copy of Extension Circular 190, discussing these

(Continued on page 6)



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes The Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### DAYS OF NOVEMBER

And if the past and present harbor sorrow

I will be grateful for a fresh tomorrow  
When all life's dearest hopes and dreams may be

Woven into a bright reality.

—Elizabeth Scollard

### COMMERCIAL PACK EXHIBIT FOR FARM SHOW

The general potato show has sometimes been criticized by practical potato growers on the ground that, while it illustrated our ideas as to the ideal type of potato, it did not accurately represent the quality of the tubers the grower was producing or the sort of pack he was marketing. To meet this objection a new class was put in last year for commercial packs. The specifications for this class in the premium list read as follows:

### "CLASS 47. STATE WIDE CLASS, COMMERCIAL PACK, WITH MINIMUM OF 60 POUNDS

a. White Skins							
1st	2nd	3rd	4th	5th	6th	7th	8th
\$12	\$10	\$8	\$6	\$4	\$3	\$2	\$1

b. Russets							
12	10	8	6	4	3	2	1

Rules governing Class 47: Potatoes for this class will be taken from ordinary commercial stock packed to meet the requirements of U. S. No. 1 grade, having a minimum size of 1 7/8 inches. Entries for this class must be selected by someone authorized by the Potato Growers' Association. Each sack entered must be chosen at random by the authorized person or persons from a lot of not less than twenty-five sacks of the same grade and variety and must not be repacked. Potatoes will be judged on a basis of U. S. No. 1 grade standards combined with all desirable market characteristics."

If you take pride and satisfaction in the quality of your potatoes and in the way you are putting them on the market, it is not too early to make plans to enter in this class by getting in touch with the Bellefonte office of the Potato Growers' Association or with their nearest representative in order that regulations may be complied with. It will, of course, be more convenient to have the entries collected just previous to the show. If, however, you are marketing your best potatoes earlier a way can probably be found to have a sack selected and taken care of by the person authorized until show time. The reason for the specifications regarding the selection of these exhibits are obvious. Entries must represent the pack which the grower is actually marketing in 60 or 100-pound sacks. It would be manifestly unfair to permit the entry of a sack of potatoes which had been specially selected for show purposes. It may be necessary to limit the number of exhibits in this class on account of lack of space so that not more than one sack per farm or per grower should be entered in each class. Chippewas, Katahdins, Cobblers and Green Mountains will go in the White Skin Class along with white or smooth Rurals.

J. B. R. DICKEY

Getting money is not all of a man's business; to cultivate kindness is a valuable part of the business of life.

—JOHNSON

## The New Nittany

by B. A. ROCKWELL, Hershey Estates, Hershey, Pa.

The Nittany, a new early seedling potato, originated by Dr. E. L. Nixon of the Pennsylvania State College, came through this year with flying colors on the Hershey Estates Farms with the following comparative yields:

North Dakota Cobblers—1/6 acre plot yield 71.00 bu.

Nittany—1/6 acre plot yield 77.58 bu.

Advantage of Nittany—6.58 bu. for 1/6 acre.

Advantage of Nittany—39.48 bu. per acre over North Dakota Cobblers.

One acre of Nittany's planted on the Hershey Experimental Farm this year produced by actual weight 443.04 bushel. Another acre on the Hershey Industrial School's potato patch produced 433.8 bushel. This latter yield was computed by weighing twenty-six rows (all not adjacent) of the total thirty-eight rows composing the acre. In 1936 the Nittany outyielded the Maine Cobbler eighteen bushels per acre when grown side by side in the Industrial School's potato field.

The Hershey Farms have been growing the Nittany in an experimental way since 1931, the date of the first release of this seedling from its place of origin, Potter County. Due to local climatic conditions at Hershey which favor the development of potato disease, this section is an ideal location to test disease resistance of any new seedling potato. During the six years since 1931 the merits of this seedling have been carefully studied and the following conclusions have resulted:

1. The Nittany outyields Cobblers regardless of the seed source of the Cobblers.

2. Culinary advantages. The Nittany's shape is longer and flatter than the Cobbler. This causes the Nittany to bake and boil in a shorter time than the Cobbler and also cuts in strips for French fries more advantageously. These culinary advantages of the Nittany would give it superiority over the Cobbler even if Cobblers were just as good yielder.

3. All cooking tests conducted here have proven the Nittany just as good in quality as the Cobbler.

4. The Nittany is very resistant to deteriorating diseases. One year removed Nittany seed has produced here yields

which averaged 90.1% of the yields from Certified Nittany Seed. This shows the ability of this new seedling to resist disease. As a sidelight in this connection some of the best certified seed potatoes obtainable, of a popular variety, were secured from one of the leading potato producing states. This seed was planted in 1932-1933 and 1934 in order to determine just how rapidly certified seed would deteriorate when planted year after year in central Pennsylvania. At the end of three years the yield had dropped 48.1% and there existed 100% disease.

5. Regarding hollow centers caused by wet situations the Nittany shows no advantage over the Cobbler.

6. The Nittany has shallower eyes and is smoother especially around the blow end than the Cobbler. This general smoothness will be appreciated by the housewife and all those who peel potatoes.

7. The Nittany keeps very well in storage in fact, just as well as any other early variety tested.

The popularity of this new seedling seems to be increasing by "leaps and bounds." For example, three hundred acres were grown in Potter County last year. In Ohio a large grower of potatoes planted over three hundred acres and reported that yields and adaptability were much more satisfactory than Cobblers regardless of the seed source of the latter. Evidently this new creation of Dr. Nixon's is destined to "go places and do things" and all indications point to the possibility that the Nittany will be the early potato of the future.

An Irishman, passing a shop where a notice was displayed saying that everything was sold by the yard, thought he would play a joke on the shopman, so he entered the shop and asked for a yard of milk.

The shopman, not in the least taken aback, dipped his finger in a bowl of milk and drew a line a yard long on the counter.

Pat, not wishing to be caught in his own trap asked the price.

"Sixpence," said the shopman.

"All right, sorr," said Pat. "Roll it up; I'll take it."



## Robert Lohr

by EVAN D. LEWIS

Probably one of the most outstanding of our pioneer agriculturists is our one-time Association president, Robert Lohr, of Jennerstown.

Mr. Lohr, modest of achievement, seldom spins success stories, so recently, when I had occasion to visit him and was able to jockey him into a talkative mood, I felt his summary of his activities since he has been farming so interesting that it should be passed on to all Association members.

In 1898, Mr. Lohr bought his present farm at Jennerstown, and named it Pleasantvale Farm. Here he has always grown quite a large acreage of potatoes—forty acres in 1918, which at that time was considered very large.

At the present time, Mr. Lohr has a complete set of records of all receipts and expenses, as fine as can be found in any office, which he has kept since the time of his marriage 43 years ago.

Particularly interesting is his complete record of potato prices since he first marketed in 1898, as follows:

Price of potatoes grown in 1898	\$.42 per bushel
Average price for first 10 years	.63 per bushel
Price of potatoes grown in 1908	.85 per bushel
Average price for second 10 years	.87 per bushel
Price of potatoes grown in 1918	1.00 per bushel
Average price for third 10 years	1.30 per bushel
Price of potatoes grown in 1928	.65 per bushel
Average price for last 9 years	.82 per bushel
Average price for 39 years	.90 2/3 per bu.
Average for last 10 years	.86 per bushel

In this computation, price for year represents the wholesale price received in Johnstown for crop per bushel during the last part of December or early part of January following production—thus \$.65 in 1928 means price in December 1928 or January, 1929.

Mr. Lohr began specializing in turkeys in 1928, and since that time has grown from 2,000 to 4,000 each year. This year he has raised 5,000 turkeys and 2,000 spring chickens. In the past, during a single year, he has grown 8,000 broilers.

In addition to Mr. Lohr's activity with our State Potato Growers' Association, of which he was president for six years, he served four years in the State Legislature and six years as a member of the Pennsylvania Board of Agriculture.

This year Mr. Lohr, enjoying good health, went on the Pennsylvania Farmers' tour. He kept a complete travelogue of his entire trip and on his return had it published in book form, and distributed copies among his friends. My personal copy of this book is one of my prized possessions.

A fine man, a fine farmer and a friend to our industry—hats off to Robert Lohr. Let us hope his shadow never grow less.

### "WHY GRADED POTATOES?"

(Continued from page 3)

different Federal grades, will be sent upon request to the Agricultural Economics Extension Department, of The Pennsylvania State College. If Pennsylvania growers really understood the Federal grades that are available, they would realize that they can meet the requirements of at least one of these grades.

### NEW VERSION

To secure a good attendance at a missionary lecture, the vicar of a country parish sent personal invitation cards to his parishioners.

"Jarge," said one villager to another, "d'yer know what these 'ere letters R. S. V. P. mean?"

"Don't yer know that Thomas?" replied the other. "It's French for 'Refreshments supplied by the vicar of the parish'."

## Crawford County's Unique Marketing Outfit

by J. C. McCLURG, Geneva, Pa.

Complying with many recent requests for information in regard to Crawford County's set-up in connection with marketing potatoes through the Pennsylvania Co-operative Potato Growers' Association during the 1936-37 shipping season, the following is in brief explanation:

Since the state association had provided containers and taken care of all details for marketing after potatoes were packed in said containers, assembling was, therefore, our problem.

Two ways or means of assembling came to mind—one to establish two or three stations at which potatoes would be graded, inspected and packed—the other method to go to the growers' farms, grade, inspect and pack their product at the farm storages.

In case of establishing one, two or three grading stations to serve the county it would mean that the growers must transport their potatoes to the grading station, unload and leave same for grading, inspection and packing, return to station after grading was done to pick up such culls or pick-outs that were unsalable, also return again for the packed potatoes when ordered shipped or delivered to purchaser.

After considering the advantages of each of the methods in view, the plan of going to the producer's storage seemed to be the one which should prove most satisfactory. We therefore set out to organize three grading units—one each to serve the eastern, one in the central and one in western section of the county. Three of our young men, experienced in the potato business, who had attended an instruction school conducted by D. M. James, Chief Inspector, Pennsylvania Bureau of Markets, and who qualified as Local Inspectors, were secured to take charge of the three grading outfits which were to serve the county. Two of these graders are of the rubber spool type and were purchased co-operatively by several growers in the communities where they operate. Fortunately each of our inspectors in charge of these grading units have trucks of their own which they use for transporting the outfits from farm to farm. This plan made each inspector solely responsible for the grading outfit, his assistants, and pack of potatoes in

accordance with the established grade standards as well as service to the producers, the inspector working directly under the county contact man—this proved to be very practical and satisfactory.

The prices charged growers for grading and inspecting was changed slightly from time to time at the beginning of the shipping season and was finally settled at five cents per bushel. This charge covered the use and transportation of grading outfit, inspector and two assistants (inspector and assistants doing inspection work only the grower providing all help needed to place potatoes on grader, remove bags of graded potatoes from machine, weigh and tie). One cent of the five-cent charge per bushel went to the owners of the grading outfit and four cents to the inspector out of which he received his remuneration and paid his two assistants.

The daily capacity or production of these grading outfits when packing clean, good quality stock, generally averaged from 250 to 300 bushel per eight hour day. However, this production varied considerably under various circumstances, one of the greatest difficulties experienced last season was too much soil dried hard and adhering to potatoes; this condition was unavoidable as the 1936 harvest was extremely wet; also the harvest ran very late in many cases which resulted in plenty of trouble from field frost; also in some instances inconvenient working conditions retarded output to some extent.

The above arrangement of rendering grading, inspection and packing service last shipping season proved very satisfactory to our growers in consideration of economy and convenience in connection with selling through the Pennsylvania Co-operative Potato Growers' Association new marketing plan.

A young wife went into a grocery store and said: "I bought three or four hams here a month ago, and they were fine. Have you any more of them?"

"Yes, ma'am," replied the grocer, "there are ten of those hams hanging up there now."

"Well, if they're off the same pig, I'll take three of them," said the customer.



## POTATO CHIPS

The crops have been harvested and stored and before the rigors of winter set in, we pause from the more vigorous tasks of the year to take stock of things—in retrospect to see what we have accomplished during the past year, and, to make plans for the next. Many of us who planned well, worked diligently and were favored by nature have reaped bounteously. Others of us have scant yields and with low-priced potatoes will have no profit from our labors. Be that as it may, we are inherently of stout heart and customarily we all join in this season of Thanksgiving.

Haven't heard of any potato picking contests in Pennsylvania but suggest that one be held in the fall of 1938 in connection with a field meeting of the Potato Growers' Assn. The winner might be sent to Maine to compete in the International Potato Picking Contest. The winner of that competition this year was Robert Hallett who, contending against 27 expert pickers gathered 86 pecks in 15 minutes. Second place went to Charles Hitchcock, a one-armed man, who managed to collect 72 pecks in the allotted time.

Here's one to shoot at! Bill High of Effort in Monroe County harvested 1940 bushels of Russets from 3 acres this fall. The quality was excellent, the crop grading a high percentage of U. S. No. 1's.

Many growers in Western Pennsylvania report their shipments will be very light because local demand is so great that all their potatoes will be sold right on the farm. Pittsburgh reflects this local crop shortage with prices 25c per cwt. higher than in Philadelphia, Baltimore and New York. The larger crop in Lehigh and other eastern Penna. counties has had a depressing effect on the Philadelphia and Baltimore markets. Growers in the eastern part of the state have been shipping to Pittsburgh and Cleveland when it paid them to incur the increased freight charges involved.

Maine growers were recently receiving 50c a barrel for potatoes when Penna.

growers were receiving 50c a bushel. Rather striking example of the advantage of producing spuds near the nations largest consuming centers.

Funny thing, but this year with a tremendous crop of potatoes being reported in the country is showing a much greater demand for potatoes in Pa. than last year, when potatoes were supposed to be so much more scarce. Potato buyers are as plentiful in producing sections of the state as nickels on the collection plate. From all appearances, the crop has not averaged out as well as expected or else potatoes are moving into consumption much faster than last year or both.

Mount Kahtahdin, Maine, for which the Kahtahdin potato was named, is the first spot in the United States to greet the morning sun. And strange as it may seem, the Shafter District of California, one of the most recent potato sections to come to the fore, is about the last spot in the nation to greet 'Old Sol.'

A recent report of carlot shipments shows that Maine had only placed 4 cars in the Philadelphia market this year. With the quality high and the crop large in Lehigh and nearby counties, the opportunity is ripe for Penna. growers to re-establish themselves in the Philadelphia market. The surest way to accomplish this is to ship well-graded potatoes to this market.

A recent issue of the Stewart-Warnerite printed the following, which is worthy of repetition in this column.

"You can't fell trees without some chips,  
You can't achieve without some slips  
Unless you try you'll wonder why  
Good fortune seems to pass you by.

Success is not for those who quail.  
She gives her most to those who fail  
And then with courage twice as great  
Take issue once again with fate.

'Tis better far to risk a fall  
Than not to make attempts at all."

(Continued on page 16)



Photo taken on Evan Lewis farm at Johnstown showing fine vine growth of his hundred acre plot.

## Evan Lewis Grows Fine Potato Crop

Outstanding among the year's potato plots is undoubtedly that of Evan D. Lewis, of Johnstown—a one hundred acre field, estimated to produce 450 bushels per acre.

Mr. Lewis used a Michigan certified No. 2 Russet seed, one year removed, which he procured from Dr. E. L. Nixon in the winter of 1936.

The whole potato was planted, and spraying and cultivation was begun just as soon as the plant was through the ground. A Cletrac cultivator and weeder thoroughly cared for the crop through the entire growing season.

At digging time some of the best authorities on potato culture in the State visited the field and contended they had never seen a finer crop being harvested. It was an exceptionally bad year for blight, and yet there was not a trace in this hundred acre field.

This year was Mr. Lewis' fifth consecutive year to use seed potatoes from Dr. Nixon's farm, and he has had good results every year used. Dr. Nixon brings the seed from Michigan and acclimates it on his own farm. In every case it has done better on its second year of planting.

Mr. Lewis is climaxing a fine growing season with a commendable marketing policy. He is sacking his crop in the Association blue label paper bags, selling it through the Association and receiving a highly favorable reaction from the buying public.



Portion of Evan Lewis' hundred acre potato plot at digging time.



## OVER THE PICKING TABLE

by INSPECTOR THROW-OUT

In front of an Allentown restaurant the other day we saw a small, ragged urchin watching a girl in the window baking batter-cakes. We thought we detected an air of wistfulness about the lad and our heart was touched.

"Hungry, kid?" we asked.

"Naw!" came his scornful reply. "Can't a fellow look a swell dutch dame over without drawn' no crowd?"

"Why did they select the stork to couple with the doctor? Why not the eagle or the owl?"

"The stork is the bird with the biggest bill."

Speaking about birds, M. P. (Percy) Whitenight asks whether any of the membership can answer this one. "What is it a duck can do, that a doctor doesn't do, but all his patients wish he would?" If you give up see Percy on this one.

"Denny" Denniston just missed the Big Splash not by a hair but by a door. If Denny won't explain ask P. D. Frantz.

The poor boob who believes that some benedict gave utterance to the immortal words, "Give me liberty or give me death" is to be pitied.

The salesman who knocks his competitor would make fun of his wife's false teeth at a dinner party.

Who was cheated when President Bishop and Harry Stockdale traded watches recently? Neither ask boot.

It often shows a fine command of language to say nothing.

Turn failure into Victory,  
Don't let your courage fade;  
And if you get a Lemon  
Just make the Lemon Aid.

Don't waste time regretting the time you have already wasted.

"Yes," said George Stuart, "when I made my last trip to Maine I came across some wild women who have no tongues."

"Good gracious!" exclaimed Don James, "How could they talk?"

"They couldn't," was George's reply; "that was what made them wild."

People used to commit suicide by blowing out the gas. Now they step on it.

The world is so full of all kinds of liquor, I'm sure we should all get sicker and sicker.

Breathes there a man with a soul so dead

Who can't get safely through his head—

Who will not boost the work along  
Because he thinks the course is wrong?

If such a man is in our ranks,  
What is the reason why we can't

Treat him as junk—no more worth while,

And put him on the old scrap pile.

Doctor: Your wife is threatened with bronchitis, but she has a fighting chance of escaping it.

Mr. Peck: She has eh? Well, then she won't have bronchitis.

Those who believe that revenge is sweet usually have a sour disposition.

It is easier to spend all you make than to make all you spend.

The man who sings "Home, Sweet Home" in a rented house is either kidding himself or serenading the landlord.

(Continued on page 16)

## News from Various Potato Sections

### MAIN POTATO MEN DEVELOPING SALES PROGRAM

Frank Hussey of Presque Isle Requests  
State Officials to Lead in Forming  
Industry Committee to Assist  
in Stabilizing Market

#### COMMITTEE IS NAMED

All Factors and Producing Sections  
in State Are Included—First  
Meeting in Augusta Late  
This Week

Frank W. Hussey, president of the Maine Potato Growers' Inc., announced recently the progress made last week in developing an industry program for marketing the current crop of Maine potatoes.

Following the growers' meeting held here Tuesday evening, October 19, Mr. Hussey met with executives of the Association of Retail Food Chains and of the First National A. & P. stores in Boston. He found these men anxious to assist in a program which the entire industry within the state would make effective.

Mr. Hussey emphasized that any plan should be of and for the entire industry, and on his return here requested Dean Deering of the State Agricultural College and Commissioner of Agriculture Frank P. Washburn to take the lead in forming a committee of growers and others interested in every phase of producing and marketing the major crop, so that all factors and producing sections would be represented in the effort to assist in stabilizing the market and generally improving conditions for all. This committee is composed of the following:

Carl A. Weick, Presque Isle; George Hamilton, Limestone; Fred Simonson, Limestone; Henry Litz, Limestone; Edgar Russ, Caribou; George Findlen, Fort Fairfield; Milton E. Smith, Presque Isle; T. R. York, Mars Hill; T. E. Houghton, Fort Fairfield; Harry Grinnell, Houlton; Nathan F. Perry, Presque Isle; Tom O'Connor, Presque Isle; M. E. Sanborn, Dover-Foxcroft; George Martin, Dexter;

Millard Otto, Newport; Jerry Smith, Caribou; P. P. Cyr, Frenchville; A. J. Back, Washburn; Edward Edmunds, Fort Fairfield, and Stanley Wathen, Fort Fairfield.

Subsequently arrangements were made for the committee to meet with the executives of the chain association and the First National A. & P. stores. This first meeting was held at Augusta late this week.

### MICHIGAN GRADING LAW NOW EFFECTIVE

All Potatoes Moving to Market Must  
Be Inspected, Graded and Branded  
—Four Official Grades

The state's fruit and vegetable inspection service has been supplemented with a staff of 30 federal inspectors as Michigan's new potato grading and marketing law became effective. With this increased force of inspectors, the state Department of Agriculture expected to be able to police the industry 100 per cent and insure the trade of good quality shipments.

The New Deal for Old King Spud is also to be an honest deal for the buyer of Michigan potatoes. Under the new law every sack of potatoes moving to market, except in the case of sales direct from producer to consumer, must be branded or stenciled to show grade and name of packer. In addition, it also must show who was responsible for the grade.

The new law provides for the licensing of all graders as well as shippers, and authorizes the commissioner of agriculture to revoke the license of any grader who habitually puts up a poor pack. It also requires retailers to properly mark all packages of potatoes sold to consumers, unless the consumer sees the potatoes as they are sacked.

It is now unlawful for any retailer to have unbranded or unstenciled potatoes in his possession. It literally forces him to purchase graded potatoes from a responsible dealer, or else take out a grader's license and do his own grading upon receipt of potatoes from the grower.



The new law makes the following four grades official in Michigan; U. S. fancy, U. S. No. 1, U. S. commercial and U. S. No. 2. Growers, if they sell to anyone other than a consumer or a person licensed to grade potatoes, must sell graded potatoes in branded or stenciled sacks.

In addition to the new state regulations, the potato deal is regulated under the federal marketing agreement, and the federal inspectors are here for this service. State regulations also provide for federal inspection of potato shipments at the rate of 1c per sack or \$2.50 a car or \$1.50 a truckload. State officials said the inspection costs were subject to revision and a lower fee might be promulgated for small lot offerings of less than 100 bushels. Growers complained they could not afford to pay \$1.50 to have ten to 25 bushels inspected.

State inspectors were busy this week holding grading schools in all parts of the potato belt, instructing growers, truckers and shippers how to properly grade potatoes. After provisions of the law had been explained to them, many truckers announced they would pack the bulk of their purchases in the U. S. commercial grade rather than risk revocation of their licenses for offering under-graded tubers as U. S. No. 1. The tolerance for substandard potatoes in the commercial grade is 20 per cent, compared to only 6 per cent in U. S. No. 1.

This announcement tended to bear out the prediction of Michigan carlot shippers before the legislative committees when the bill providing for the adoption of the U. S. commercial grade was under consideration. The Michigan Potato Growers Exchange opposed adoption of the commercial grade, fearing that it might tend to grade down Michigan potatoes from U. S. No. 1.

But the United States Bureau of Agricultural Economics insisted that the commercial grade should be written into law before federal-state inspection of potato shipments would be made available. The Exchange withdrew its opposition to the commercial grade in order that Michigan might qualify for federal inspection.

Many truckers, who originally marked their loads as U. S. No. 1, remarked them after arriving on the Grand Rapids market as commercials. They sold their loads at 90c a 100-pound sack. Firsts ranged around \$1.

Aside from the federal inspection service, the federal marketing agreement has had no apparent influence upon the Michigan potato deal. The agreement was being administered by a three-man board composed of Clarence Swaneback of Fenton, Peter C. Morrison of Williamsburg, and Fred P. Hibst of Cadillac. Alternates named to serve on the board in place of any of three regulars are Floyd Jenkins of Kalkaska, Sharon Grossnickle of Copemish and O. Wilcox of Traverse City.

## NEW HAMPSHIRE POTATO GROWERS GET GOOD YIELDS

Over State 25 Make 300 Bushels Potato  
Club With Coos County Farmers  
Leading in Numbers—Crop  
Below 1936

For the fifth time in as many years, Coos county has again established itself as New Hampshire's 'Potato Kingdom' by placing four times as many of its potato growers in the 300 Bushel Potato Club as any other county in the state.

With eight entrants in the 1937 potato club, seven of them from the town of Colebrook, Coos farmers far outnumber their nearest county rivals who placed but two men in the honorary club.

In order to make the club, the producer must grow 300 bushels or more per acre on each of three acres. He can choose any three acres in his plot for checking. Each grower who is admitted to the club is awarded a medal by the New Hampshire Extension Service and the farmer with the highest yield in the state is given a silver cup by the Merrimac Farmers Exchange.

This is the club's 12th year. For the last 11 years the average production of its members has been 380 bushels to the acre, a figure which indicates that interest in higher yields has been stimulated by the club. Several growers have topped the 500 bushels an acre mark during that time.

Although the national potato crop of 1937 will go on record as one of the largest in the history of the country, the New Hampshire crop will fall far short of a record yield. Even though the Gran-

# The Percentage of No. 1 Potatoes

In big-crop years, the percentage of No. 1 potatoes which a grower harvests is a very important factor in determining the profit from his crop. Potash plays an important role in the production of No. 1's. To see that your fertilizer contains enough potash to satisfy the greedy appetite of potatoes for this plant food is cheap insurance for an increased number of tubers of the size, shape, and quality to grade No. 1. Plenty of potash will also help to keep the crop growing normally to maturity and to ward off damage from early frosts.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. To insure a good crop against potash deficiency, apply 200 pounds of  $K_2O$  per acre. With usual rates of application this means that the mixed fertilizer must contain at least 10% potash.

Write us for additional information on the use of potash.

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## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



ite State's 1937 planting was 400 acres above that of last year, the state's total production is below that of 1936, states J. L. Haddock, extension agronomist at the University of New Hampshire.

Several factors have contributed to this year's low yields, points out Mr. Haddock. First the state was afflicted with a wet spring which delayed planting and contributed to poor stands, and second, the hot mid-summer weather was unfavorable to potato production. In some sections of the state this hot weather was accompanied by drought. In the southwestern part of the state as little as a half inch of rainfall was recorded for July.

## MAINE POTATO PROGRAM SPURS RETAIL SALES

Some Startling Results in Movement  
of Table Stock Through Trade  
Channels and to the  
Consumer

The combination of newspaper advertising, radio programs and a close tie-up with leading groups of retail distributors who have extended splendid cooperation to the Maine potato fraternity, has resulted in a co-ordinated effort that has accomplished some startling results in the movement of table stock from Aroostook county through ordinary trade channels and into the homes of consumers.

On the basis of recent prevailing prices here several large retail organizations established attractive prices and urged consumers through New England to stock up with potatoes for the winter. Within three weeks, it is estimated that three large chain organizations moved about 1,500 cars. The division manager of one large retail organization stated: "For the three weeks drive we sold in New England alone a total of 467 carlots of Maine potatoes—A really amazing figure and about double the sales during the same period of last year."

From another executive of a large retail merchandising group comes this word: "We have carried the official State of Maine trade mark and have felt the effect of this promotion. The market has advanced and there is a firm undertone due to advertising quality and

the fine appearance of the potatoes and the packing." Still another store executive says: "Not only are we out to sell more genuine State of Maine graded potatoes but we are particularly interested in getting the few cents extra premium for Maine quality and in our advertising we are driving for just that. In fact, we are openly stressing in our advertising that genuine State of Maine graded potatoes cost a few cents more and are worth the difference."

The firm of Brooke, Smith, French & Dorrance of New York city handling the state of Maine potato advertising program this season have designed compelling and attractive newspaper advertisements and are also furnishing retailers specializing in Maine table stock with attractive store displays. It is apparent that the general tie-up of widespread publicity is making itself felt through the increasing shipments and wider consumer distribution.

## POTATO PROGRAM IN NORTH CENTRAL STATES INITIATED

John F. Jardine of Waupaca, Wis.,  
Chairman of Board Administering  
Program in Wisconsin, Minne-  
sota, Michigan and Dakota

St. Paul, Minn.—Machinery for the administration of the recently announced potato program was set up here this week in a two days meeting of members of committees at which time a permanent chairman and vice-chairmen were elected. John F. Jardine, Waupaca, Wis., was elected chairman. O. J. Odegard, Princeton, Minn., George H. Hoople, Hoople, N. D., and Fred P. Hibst, Cadillac, Mich., were chosen as vice-chairmen for their respective states. Mr. Jardine will also serve as a vice-chairman for the state of Wisconsin. A manager, with offices in St. Paul, will be selected shortly to handle the details of the committee. This office will also serve as a central office for the committee.

One of the first matters taken up by the committee was the administrative expense which was set at 50c per car, 25c per truck for less than 200 bags and 50c for over 200 bags on all interstate shipments. All cars and trucks moving into

interstate commerce must be government inspected, according to the agreement. The regulations will eliminate the shipment in interstate commerce of cull potatoes, culls being defined as less than one and one-half inches and not meeting the requirements of U. S. No. 2. The following resolution was however adopted by the Control Committee:

"Any grower who cannot market 50 per cent of his potato crop because of cull limitation be granted exemption from such regulation on not to exceed 50 per cent of his crop, provided that such exemption be limited to relief or diversion purchases by the federal government. Further, that such exemption be granted only after an examination under direction of the manager of the control committee, and that the Department of Agriculture be requested to take immediate steps to put into effect this diversion program."

Federal investigators will be employed to see that the program is carried out and reports of violations will be made to the regional office of the AAA. Such investigations will be carried on under the supervision of H. P. Henry, who will make headquarters in Chicago, it is understood. S. L. Pobst of the Department stated at the meeting that any attempt to violate the agreement would be dealt with accordingly. It is understood according to Mr. Pobst that an order through Federal court would be sought to restrain any individual violations.

Just what will become of cull potatoes was a matter of speculation and that program has not been completed according to information obtained from a member of the department. It is hoped that in the states where there is livestock feeding that a portion of the culls can be moved to the feeders and also some of the stock moved to starch factories or for potato flour. Just what would be paid for the culls was not brought out but it is hoped that some program can be perfected in the near future. In some of the four states it was pointed out that most of the stock would be sold interstate and thereby take care of this situation, this in particular in the states of Wisconsin and Michigan, which have large consuming markets within their borders. However, in the extreme western part of Minnesota and in North Dakota the cull situation is a problem. In this section the hollow-heart defect was the main season for the stock going to culls.



## TIME WAITS FOR NO MAN

If you would increase your profits in the spring do some systematic liming in the fall—NOW.

Roads are good—service is good and prices are right. Whiterock Pulverized Agricultural Limestone is the key which will pick the lock and open the doorway to more profitable production of spring crops.

Whiterock Nittany Brand Agricultural Hydrate, Pulverized Quick-Lime and Run-of-Kiln will also pick the lock economically — especially where the haul is a long one.

## WHITEROCK QUARRIES

Bellefonte, Penna.

The question of a manager was discussed at length and several men well known in the industry were mentioned for the post but no definite decision was made at the meeting which closed Tuesday afternoon. An executive committee consisting of the chairman and vice-chairman was authorized to meet at the Central office at St. Paul once each month or at the call of the chairman.

## ARGENTINA BUYING PRIME SEED POTATOES

Shipments From New England and  
Canada Total \$1,000,000, Mendoza  
Agent Reports

The possibility of developing a good market for North American seed potatoes in Argentina is indicated in a study made by Mario Estrada, who has been surveying conditions in the United States and Canada in behalf of the government of Mendoza Province and the Buenos Aires-Pacific Railroad. Mr. Estrada

(Continued on page 18)



## THE GROWERS' MAIL BAG

"Rusty Acres"  
Spudville, Pa.

Dear Eb.:

I wrote you in August and I ain't had no answer from you yet. What's ailing you? Too busy selling "Blue Labeled Spuds," I suppose. Your plagued "Blues" give me the blues. When every grower had to root for himself, before your marketing scheme got up steam, I really could go to town! Actually, Bower old sock, some of my choicest packs of non-descript potatoes in 4-8-7 bags wouldn't even grade "Unclassified." Them was the happiest days of my life and did I ever chortle and rock with glee when the biggest buyers in the state would say, "Use Penna. potatoes? No sir'e, not me!"

Told you my complaint in my last letter but instead of listening as one gent should listen to another, you turn on the heat, and sell more graded tubers than ever. But don't forget, you old gray goose, I still have plenty of friends left in the state. There's still gobs of growers selling good spuds all mixed up with hog-feed, like I've taught them to do for years. Lots of these good old Penna. farmers are not so dumb as to fall for your new-fangled ideas. Plenty of our best and largest growers still likes to sell their murphies like their dads and grand-dads did. And you know, Bower, what was good enough for our dads should be good enough for us. Of course Maine is spending a couple of hundred thousand to extend the markets for Maine potatoes and Penna. markets suit them just as good as any others, but why worry about that? If we lose our markets we can quit growing potatoes and all go fishing. So that should not worry us and what's more I aint licked yet, Eb, old boy, old boy!

You stick to your knitting and I'll stick to mine and if I can't knock out your marketing program, I'll have to admit you're a better man than I am, Gunga Din.

Deceptively yours,

"Barn Yard Grade"

### GO TO TOP

"George," asked the teacher, "how many make a million?"

"Not many," said George.

—MONTREAL STAR

### POTATO CHIPS

(Continued from page 8)

The Agricultural Adjustment Administration through marketing agreements in Maine, Michigan, Minnesota, Wisconsin, Colorado, Nebraska, Wyoming and Idaho may attempt to reduce the marketable surplus of potatoes by 25,000,000 bushels. This will be done largely through the removal of the lower grades from the market by utilizing them in the manufacture of starch, for live-stock feed and for other purposes.

The editor of the Southern Ruralist says the following about cooperation. "Intelligent cooperation is that mighty force that transforms the aimless mob into a conquering army. When agriculture harnesses this force and the farmer applies it to his industry it will lift him out of his present position of economic servitude and give him free and untrammelled opportunity to share as he should in the spiritual, social and economic progress of the nation."

"BILL SHAKESPUD"

### OVER THE SORTING TABLE

(Continued from page 10)

Live wires are not often stepped upon.

Try to be mindful of the virtues of an enemy and of the faults of a friend.

### IS IT FAIR?

To live in a potato producing state—  
To make a living off of it—and out of it—

To educate your children in it—  
To get everything you possibly can—  
out of it.

And put absolutely nothing into it?

About three weeks ago Frank Sell was kidnapped. We have been reliably informed that he was returned to his family with an extra supper under his belt, but without a coat.

## A MAXIMUM YIELD OF A QUALITY PRODUCT

is the aim of every potato grower. High quality yields require vigorous seed, free from disease.

The chance is too great to gamble on a source of certified seed potatoes.

Write or wire for fall or spring delivery prices.

MICHIGAN: Russets  
Mountains

MAINE: Cobblers  
Mountains



"Every Bag Must Be Right"

**DOUGHERTY SEED GROWERS**

WILLIAMSPORT

PENNSYLVANIA

# Boggs

## The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—  
there must be a reason. Send for our new circular and price list.

**BOGGS MFG. CORP.**

Atlanta, N. Y.



## NEWS FROM VARIOUS POTATO SECTIONS

(Continued from page 15)

says that about 400,000 crates of seed potatoes of Canadian and New England origin are being shipped this year and that they represent about \$1,000,000 value.

The problem for the Argentine grower, where there has been a potato famine, Mr. Estrada says, is to obtain greater acreage yields and this is only possible by using certified seed, imported yearly from such countries where carefully selected seed is obtainable and guaranteed by scientific institutions.

As the principal commercial crop in Argentina is planted in October, North American seed has been arriving too late for general use, but if shipped before Oct. 15 it arrived in time for November planting. To obtain in May, sufficient first general stock of certified seed for general commercial planting, about 500,000 crates of 110 pounds are needed. The opportunity now exists for growers in the United States to obtain more of this business.

Mr. Estrada, who spent several weeks in Maine and Canada, went to Europe to continue his investigations there regarding seed potatoes.

## HUGE POTATO CROP WILL AID GERMANY

Food Crisis May Be Partly Averted by Record-Breaking Harvest, 52,500,000 Tons

## GRAIN SUPPLY STILL SHORT

Substitution of Potatoes for Use as Stock Feed Causes Decline in Quality of Meat, Butter

Berlin, Oct. 30—Germany's most crucial problem, how to feed herself, seems to be solved by the largest potato crop in the Reich's history, and perhaps in any country's history.

The crop now being harvested will total 52,500,000 tons, exceeding last year's by 6,500,000 tons and the 1935 crop by 11,000,000 tons, or about 25 per cent. The previous record was 4,000,000 tons in 1930.

This year's huge returns are a gift rather than the reward of good management. Planting was increased 3 per cent after frost had killed the Winter wheat in much of eastern Germany, but most of the crop is simply the result of perfect potato weather.

Just what the Reich would have done if the crop had been a failure is hard to say. The grain harvest is slightly better than was expected, but not a great deal. It had been expected to drop 15 per cent below the average of the last five years. Instead, it stands about 12 per cent below the average.

This means, as it did last year, that about 1,500,000 tons less bread grain will be harvested than the five-year average. The bread grain crop of 11,125,000 tons is even somewhat smaller than last year's. The harvest of bread and feed grains combined is about the same.

Three mysteries—Love, women and hash.

## HOW ABOUT IT

Are you giving the editor all the news items you can? Items of interest to our growers. If you are not and everyone else took the same attitude, wouldn't we have a peach of a time getting out each issue?

## LIGHT THOUGHTS

"You looked absent-minded when I spoke to you this morning."

"I was probably wrapped up in thought."

"It's a wonder you don't take cold."

## MAKING IT WORSE

Lady (at a dance)—Do you know that homely fellow sitting on the other side of the room?

Partner—Certainly. He is my brother.

Lady—Pardon me. I hadn't noticed the resemblance.

Diner—There's something wrong with these hot dogs.

Waiter—Well, don't tell me. I'm only a waiter, not a veterinarian.

# Nittany Seed Potatoes

A Proven Early Variety.

Developed and grown in Potter County's ideal seed growing climate and soil.

The outstanding early potato chosen from 40,000 seedling varieties propagated by Dr. E. L. Nixon in his program to develop better varieties for Pennsylvania.

Has outyielded in official tests other early varieties including the Irish Cobbler.

Is especially known for smoothness, market quality and resistance to disease.

Official yields of 433 bu. and 443 bu. per acre were grown by The Hershey Experimental farms and Hershey Industrial School during the past season.

We are pleased to offer Nittany Seed from our storage and warehouse, Lancaster, Pa., for spring planting.

Write for prices and particulars.

## Vogel and Nissley

N. Plum and Liberty Sts.

Phone 8273

Lancaster, Pa.



# Reduce Your Production Costs !



If you are planting with a one-row planter, why not reduce your production costs by using a two-row Iron Age Planter? Plants two rows in the same time employed in planting one row, and with a general purpose tractor you can also cultivate and dig two rows in less time than spent in cultivating and digging one.

**Iron Age Planters are better and more popular than ever.**

If you have a one-row, talk the matter over with a two-row Iron Age user—then see your dealer with reference to an exchange.

**A. B. FARQUHAR CO., Limited**  
BOX 1260, YORK PA.

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**THE GUIDE POST**

PENNSYLVANIA  
POTATO  
GROWERS

VOLUME XIV NUMBER 12

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DECEMBER • 1937

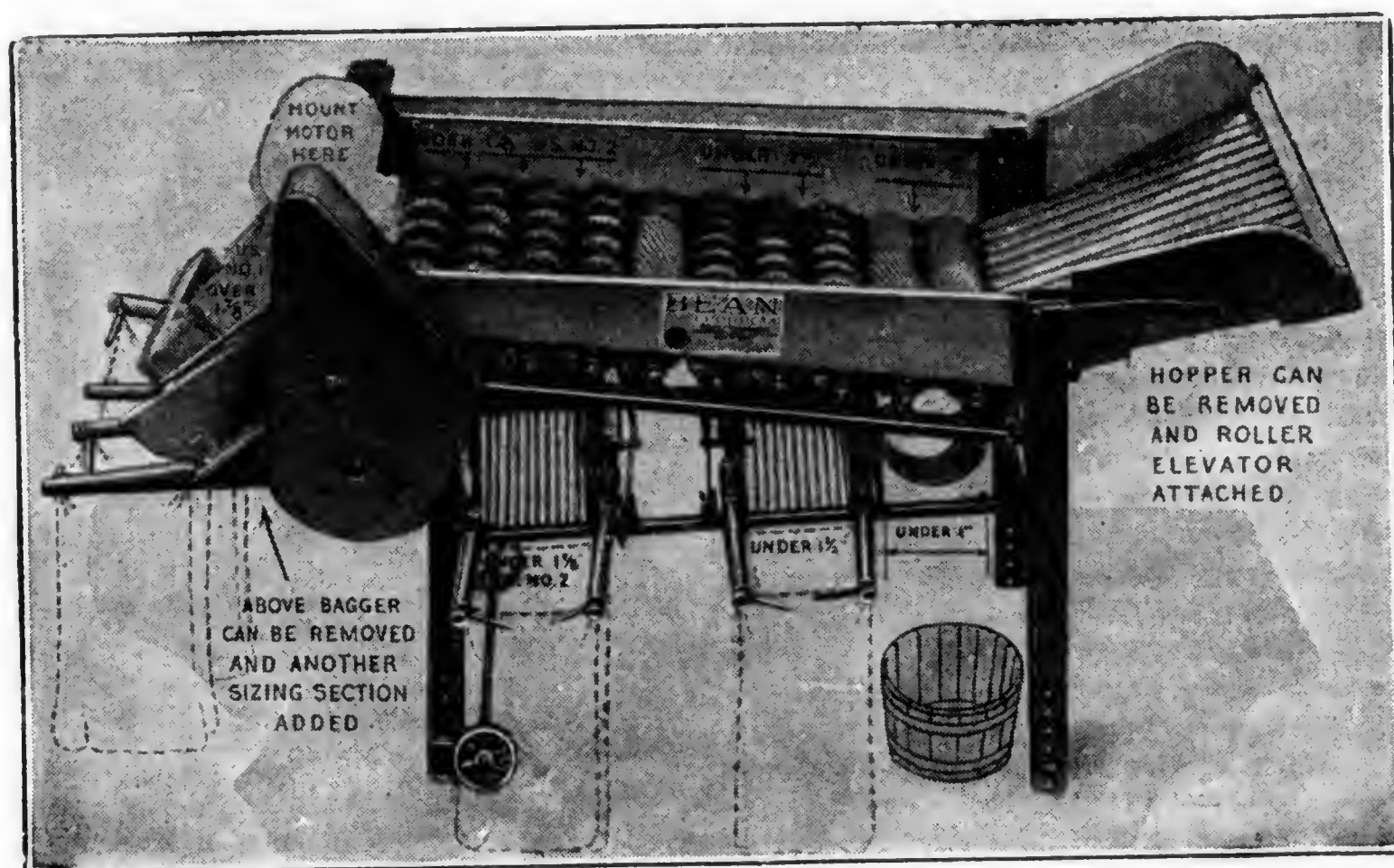
PUBLISHED BY THE  
PENNSYLVANIA COOPERATIVE  
POTATO GROWERS ASSOCIATION  
INCORPORATED



# The Bean Rubber Spool POTATO GRADER

This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling.

These graders do not bruise or cut potatoes so that you get the benefit of your entire crop.



The picture above represents the finest and most accurate job of turning out five sizes ever performed, yet it is typical of the results obtained on the Bean Rubber Spool Potato Grader.

**JOHN BEAN MFG. CO.**  
LANSING, MICHIGAN

## The Potato Closed Package Compulsory Marking Act

by JAS. L. STATES, Chief, Bureau of Markets  
Department of Agriculture, Harrisburg

Though the Act 275 of the 1937 Pennsylvania General Assembly, making compulsory the marking of closed containers of potatoes, has been in effect for but a few months, the conclusion is inescapable that faithful compliance with its provisions will redound to the advantage of all it affects, i.e. growers, dealers, and consumers.

A buyer is never entirely satisfied unless he knows what he is getting for his money and the marking on the container gives him this information; the merchant handling the potatoes has a greater confidence in the goods which carry a grade announcement, and does a better sales job with such goods; the grower is obliged to accurately classify his crop, developing a care and uniformity which leads to quality—and quality, in the normal course of things, always pays best.

A great part of our education comes through the eyes. We are moved to action through what we see, and a tidy package, whether it be the trig conglomeration of female charms called a Follies girl, or the attraction which goes with a neat bag of potatoes, it will get the first call every time. Act 275 tends to increase "packaging consciousness" and a good-looking package opens the pocketbook of the consumer much faster than a slovenly-looking container. While a great deal of truth is condensed in the adage "Don't judge a book by its cover," it is interesting to note the sales points publishers use in advertising the books they wish to market—descriptions of the attractiveness of the covers and bindings invariably are presented as inducements for purchase.

A popular but erroneous impression exists that potatoes from certain other States have "something" on Pennsylvania grown potatoes. We do not believe this to be true. Careful grading and packaging are largely responsible for this reputation of superiority, and when growers and dealers give these two important points more serious attention, then only will Pennsylvania potatoes enjoy the reputation they deserve. We believe the legislative intent of the Act is to elevate our potato industry to the lofty niche it should occupy in our agriculture.

This law became effective on June 1st, 1937, but a period of time, to allow those

affected to become acquainted with its provisions, elapsed before enforcement was started. During this interim, thousands of copies of the Law and Regulations were issued, widespread publicity given it through the mails, the newspapers, the radio, by public speeches, through schools held to qualify graders, and various other avenues of endeavor; in fact, every resource we could muster was utilized to the end that when enforcement did start, no one could justly claim the opportunity to know and to conform had been denied.

Our first arrest was made the latter part of September—a large operator delivering to a market which knew all about the law. The offender's plea, which could hold no water, was "Ignorance." The second action was against a grower who had been seen in attendance at a meeting in his locality where the Law and Regulations had been explained in detail. He made no plea. He was of those who take a chance hoping for the best—to be disappointed. In one of our largest markets we brought in a concern packing Pennsylvania potatoes in bags of another State, the idea obviously being to secure a premium price on the reputation of that State's product. His argument was that "Everybody else in this market is doing the same thing. Why pick on me?" Our agents stayed in that market for two days looking for other offenders, but found none. At a certain potato center where the law and grades were explained to a sizeable audience, we were obliged to take action against the very concern in whose establishment the meeting was held. In this action the fine was paid and no defense offered. Other prosecutions we made were based on violations committed deliberately, and in practically every case the only excuses advanced were ignorance of the law or misunderstanding of it.

Much erroneous information has been passed out, based on misinterpretation and this had to be considered in our enforcement. Statements absolutely contrary to the law have been made, such as "closed packages of potatoes being transported for sale to potato chip manufacturers do not have to be marked"; "the farmer is relieved of responsibility for the grade of the potatoes as soon as they have been delivered to a dealer"; "potatoes from other States may be offered for

(Continued on page 14)



## The Market Outlook

by D. M. JAMES

In Charge  
Fruit and Vegetable Marketing

Pennsylvania Bureau of Markets

The potato market has strengthened during the past two months, principally because the fall digging-time glut has passed, partly because the crop estimate of the United States Department of Agriculture has decreased 12 million bushels since September 1st, and also because potatoes are going into consumption rapidly. It is true that the wholesale trade is not buying ahead to any great extent, potatoes going to the consumers soon after they reach city markets but there has been an active demand with most potatoes at present in producing sections being held for higher prices.

The farm price to Pennsylvania growers has advanced approximately 20 to 25c a bushel from September 15th to November 15th. Will there be a similar advance during the next two months? It is not the purpose of this article to predict prices but rather to show market trends. There are factors which might cause this trend to be upward but there are also factors which might cause it to be downward.

The heavy producing States of Maine, Michigan and Idaho, with 20 million more bushels reported than in 1936 have shipped 170 fewer cars to date. There need be no doubt that these four States must market their crops more rapidly between now and next June in order to empty their storages. Too rapid shipments from these States would cause the market to break at any time. Fortunately there has been no disposition by shippers in those States, thus far, to overcrowd the markets.

A brighter picture is presented by the situation in the 3 deficiency producing States of New York, Pennsylvania and Ohio, which have more of the large markets than any other three States but between them have produced 3 million bushels fewer potatoes than in 1936. Also in the New England States the potato crop has fallen short of expectations. In other words, the States in which most of the large markets of the east are located are all short of potatoes and will have to depend on shipped-in supplies when local stocks are depleted.

There are several other factors which may have considerable bearing on the potato market during the winter and early spring months. The crop estimate of 391 million bushels as of November 1st includes a 22 million bushel increase in early potatoes over 1936, practically all of which have been disposed of. In other words, in considering the present supply of late potatoes in the country, the comparison should not be made between the 1936 crop of 330 million bushels and the 1937 total of 391 million, but, more logically, with 369 million, which is the 1937 production with the increase in the early crop over 1936 deducted.

This is by no means a burdensome crop of late potatoes and if consumption should continue rapid throughout the season, there may not be a large surplus to dispose of next spring. Just how fast potatoes will be used cannot be predicted. However, the indications at present point toward more rapid use for potatoes than last winter. Maine has started the most intensive publicity drive for potatoes that has ever been attempted. This will undoubtedly stimulate sales, not only for Maine potatoes but for all potatoes. A year ago, with meat and other foodstuffs generally costing consumers less than at present, potatoes were retailing from 35 to 45c a peck. At present the consumer is paying 20 to 30c a peck in Pennsylvania markets.

It is true that rail shipments of the late crop of 1937 to date is about 2,500 cars behind the 1936 shipments, although with the early crop included, rail shipments are 16,000 carloads in excess of 1936 to this date. Truck shipments have been considerably heavier this year than last. It is quite possible that if potatoes continue to be consumed rapidly throughout the season that there will be smaller stocks on hand next April than there were last April.

It is reported by the U. S. Div. of Crop Estimates that the eight earliest States intend to plant only 89% of the acreage planted in 1937, but both Florida and Texas will increase slightly accord-

(Continued on page 12)

## Survey of 1937 Potato Crop

By Potato Interests

Under direction of L. T. DENNISTON

Pennsylvania's 1937 potato crop compares favorably in total production with the average of the past five years, totaling 25 to 26 million bushels. The general quality of the crop, from a survey made during September and October, will show that the 1937 crop is superior in quality, taking the State as a whole, to crops of previous years, being considerably above the average quality of the past five years. The tubers will average good market size and will range smoother, cleaner and brighter than usual and show less insect and disease injury.

While the production west and north of the Allegheny Mountains is lighter than in previous years, the quality of the crop is good. The fine crop in the southeast area is above average in both yield and quality and will make up for most of the deficiency in the western counties. In spite of the fact that there is a large total potato crop in United States, reacting unfavorably on the price received by growers in all producing areas, there is no evidence that Pennsylvania contributed to the surplus by a reckless increase in acreage or production.

The data and information contained in this report is based on personal observations made in all producing areas during September and October. Forty-four counties were visited during this period and 187 crops inspected. Reliable information and data was secured from other counties on the condition and quality of the crop.

It is difficult to make definite assertions or draw definite conclusions on the different factors entering into the condition or quality of the crop, since these factors vary with the different sections, also with individual growers due to seasonal conditions, cultural methods and so forth. There may be exceptions to any statement that may be made for a given section, or the State as a whole.

**General Size of Tubers**—Crops to the north and west of the Allegheny Mountains, range from small to medium in tuber size. Crops in the central and extreme southeast range medium; while tuber size in the south central area, will run from medium to large.

**General Type of Tubers**—It is questionable if Pennsylvania has ever produced a

potato crop with as little second growth and as few ill-shaped tubers as the 1937 crop. Although the crop ran medium to large in the central southeast, including the Lehigh Valley areas, yet very few crops showed second growth or ill-shaped tubers.

**Brightness or Freedom from Dirt**—Due to favorable digging conditions through late August, September and early October, the bulk of the 1937 crop was harvested and stored, free of dirt and showing a reasonably bright appearance. Late plantings, resulting in late digging during the last part of October and November, had to be harvested under wet soil conditions with considerable dirt going into storage with the tubers.

**Field Rot Due to Blight**—Late blight infection, ranged from severe in western and northern counties, to moderate in the southwest and central counties, to light in the south and southeastern counties, to none in the extreme southeast. A dry September was a big factor in a low percentage of tuber rot even in the western and northern counties where blight reached an epidemic stage. A wet September would unquestionably have resulted in severe rotting and considerable less in total production and impaired the quality of the crop.

**Field Rot Other Than Due to Blight**—Bacterial rot and other types of tuber rot was not as prevalent as in other seasons, except on the late dug crops. Bacterial rot and field rots other than blight, are generally more severe under wet digging conditions.

**Stem End Discoloration**—Stem end discoloration was lighter in the 1937 crop than any crop for the past four or five years. There are a few areas where this problem is particularly acute; as an example the south central and southwestern sections. In making the survey, very few growers complained of stem end discoloration in contrast to previous years.

**Sunburn**—Sunburn was rather general in all growing sections except the west and north where the crop matured prematurely due to late blight. Injury due to sunburn was more severe with crops

(Continued on page 12)



## THE GUIDE POST

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### DAYS OF DECEMBER

Out of the Bosom of the Air  
Out of the Cloud—folds of her garments shaken—  
Over the woodlands brown and bare  
Over the harvest fields forsaken,  
Silent and soft and slow  
Descends the snow.

### CHRISTMAS

As Christmas time approaches and the Christmas spirit is prevalent, we feel privileged to lay aside all social conventions and to think of each member of the Pennsylvania Cooperative Potato Growers' Association, the producers, distributors, educators and co-workers as friends.

This message from the Association is addressed to all those with whom we have had any business relations during the past year. It is a Christmas greeting. The idea is that business, as well

as the individual, can feel the Christmas spirit.

We believe that our business, all business, is more cooperative than it is conflict. We do not regard our competitors, or those who disagree with us, as our enemies, but as rivals in serving our growers. The only way we want to beat them is by giving better service. They do us good by keeping us alert and preventing us from slumping into slipshod ways.

So here's to these competitors!

*May you all thrive, and by your rivalry keep us always up to the mark. May we never descend into bitterness or hard feeling, but each set the other a good example in fair dealing.*

We do not look upon those who are cooperating in our business as those whom we should, by hook or crook, extract as much money as possible. We want, in every deal we make, to benefit everyone interested. We believe that any transactions in which all interested parties are not profited, is bad business in the long run; we believe that all should mutually serve one another.

May you never suspect that we have taken advantage of you, never discover that we have wilfully misrepresented anything to you, never remember that we have treated you otherwise than courteously.

In our business we are trying to do our part of the world's work. You are trying to do your part. As co-workers for the general good, let us exchange generous Christmas greetings.

The Old World uses war as its method of expressing energy, efficiency and organization. Those same things we, of the New World, express in business.

We think we best serve the nation by serving the people in it, and, as far as opportunity permits, the people in other nations. By business we make life richer, more worth while.

Christmas is the great human festival. We want all our associates to feel on this day that we are bound together in the best and most humane of ties—that of service.

May we all band together for fair dealing, justice, forbearance, hope, faith in each other, enthusiasm, efficiency and a determination to do the very best we can, each in the corner in which we are placed.

And may we all stand together against

our common enemies—fear, self-distrust, discouragement, worry, petulance, suspicion, carelessness, evil thinking, self-pity and everything else that makes life wretched, work poor and play poison—against whatever loosens the sinews of our high courage.

May you all be happily surrounded by Good Cheer, Health and Prosperity. May the year 1938 shower its blessings upon you—each day unfold to you more happiness, and hold the Ship of Prosperity lingering long at your dock.

### FARM SHOW ENTRY DATES

Entries for the twenty-second annual Pennsylvania Farm Show, which will be held January 17 to 21, are now being received at the Farm Show offices in Harrisburg. J. Hansell French, Secretary of Agriculture and chairman of the State Farm Show Commission has announced.

Closing dates for entries in the various departments are as follows:

- Dec. 1—State project contest.
- Dec. 4—Horses, sheep, swine, beef cattle.
- Dec. 6—Dairy cattle.
- Dec. 11—Poultry.
- Dec. 18—Horshoe pitching and cultural arts.
- Jan. 14—Apiary products.
- Jan. 15—Milk, corn, small grains, potatoes, tobacco, eggs, home economics.
- Jan. 16—Baby chicks, dressed turkeys.
- Jan. 17—Apples, edible nuts, vegetables, maple syrup and maple sugar, wool.

Space for commercial exhibitors has all been contracted for and entry blanks in the twenty-five competitive departments are pouring in unusually early.

Reports from more than thirty State agricultural associations, which are planning to hold their annual conventions in Harrisburg during Farm Show week, indicate that all previous attendance records will be broken if weather conditions are favorable.

In discussing the coming show, Secretary French said recently:

"The Pennsylvania Farm Show is the largest indoor farm products show in the United States and occupies the largest building of its kind in the world. Housed in a ten-acre building the Pennsylvania

Farm Show upholds the agricultural position and reputation of this great Commonwealth. Having pioneered in the colonial development of farming in America as well as in modern scientific agriculture, it was inevitable that Pennsylvania should pioneer in the development of an agricultural exposition on such a large scale.

"The Pennsylvania Farm Show is more than just a State Fair. It has the spirit of a community farm show with the character of a gigantic State exposition. It is an agricultural institution that stands alone in the world. As many as 402,000 persons have passed through its gates in a single week without charge. Entries in the twenty-five departments have attained the astonishing total of 10,656. The 1938 Show will offer 7,808 cash awards totaling \$40,672.75. Annually 325 commercial exhibitors buy space on the main floor of the Farm Show Building and hundreds of commercial exhibitors are turned away because of lack of space.

"The Pennsylvania Farm Show fits admirably into the Statewide program to encourage the production of high-quality farm products and live-stock. It has become an inspiration not only to the producers but to all the citizens of the Commonwealth. Hundreds of county and community fairs and farm products shows are held in Pennsylvania each year throughout the summer and fall months. Many of the blue ribbon winners from these exhibitions are entered in the State Show. The Show also serves in a comprehensive manner as a place where the farmers may see the latest in mechanical development for use on the farm and in the home."

Don't Forget

the

PENNSYLVANIA  
FARM SHOW

Harrisburg

January 17-21, 1938



## POTATO CHIPS

Four of the large late-crop potato States, Pennsylvania, Wisconsin, Colorado and Ohio are reported on November 1st to have produced 9 million bushels fewer potatoes than during the short-crop year of 1936, a drop of approximately 12%. Is it any wonder that the potato market has been perking up of late?

'Tis rumored that because of too much tuber-borne disease resulting from Maine Certified seed planted in 1937, Pennsylvania growers will not plant as heavily from that source in 1938. Maine has a real job in the careful certification of 5,000 cars of certified seed each year. Here's hoping that this important service to potato growers the country over will not be allowed to slip.

Speaking of certification, a recent pow-wow was held in Chicago at which certification chiefs of all principal potato States were on deck. Our own K. W. Lauer, recovered from his recent illness, flew to the meeting. How's the weather up there, Kurv?

The Farm Show is only a month away. As usual, the potato industry of the State will have a most prominent part in the greatest indoor agricultural exhibition of the country. Most interesting potato meetings have been arranged. The latest and best in potato machinery and equipment will be displayed. The potato banquet will again be one of the principal affairs of the entire week. With a crop of the finest quality produced in years, growers the State over should enter the competitive classes, both the exhibition and the commercial.

Thar's bar in them that woods above Williamsport. There's one less bear than there was, however. Phil Antes got hisself one, first day of the season.

To Alexander Legge, former president of the International Harvester Co., the following statement has been credited: "Until the American farmer learns to market cooperatively, in an orderly manner, without dumping everything he has on the market at one time, he will not realize what he should be entitled to for his products. Individualism is fine to talk about from the platform; it makes the

farmer swell with pride but it doesn't swell his pocket book."

Roy Wotring recently had one of his trucks stopped by an enforcement officer. Roy kept out of the 'hoosgow' and didn't pay a fine so we expect his spuds were properly marked.

Because of crop shortages in western and northern tier counties, fewer potatoes have moved in Association bags this fall than were sold last Fall. Don't lose sight of the fact, however that the price level for ALL Pennsylvania potatoes has been raised by the market established by Pennsylvania Blue Labels. Relatively few of us have gotten the Pennsylvania potato industry to first base. Let's the rest of us come to bat and knock in the winning run.

Was recently informed by one of our old-timers that GUIDE POST was the only farm paper that he always read from cover to cover. Not being the editor but merely a humble contributor, need I blush with shame to admit that it is the only publication coming to my home that is read from stem to stern by every member of the household?

Maine growers are said to be none too optimistic about the potato market, although they do expect the price to advance from the present figure of 80c a barrel to at least \$1.00. With a severe shortage in western Pennsylvania and more than half of the crop already sold in eastern Pennsylvania, is it unreasonable to suppose that the price to Pennsylvania growers will advance from the present 70c a bushel to at least \$1.00.

The rapid rise of the Chippewa and Kahtahdin to popularity is shown in the figures released by the Maine Division of Crop Estimates. Out of a total of 25,717 acres of certified seed grown in the State, 1399 acres were Chippewas compared to 30 acres in 1935 and 302 acres in 1936, while the Kahtahdin increased from 587 acres last year to 1099 acres this year. 11,117 acres of Mountains and 10,503 acres of Cobblers were certified. The new variety, Warba, had 43 acres compared with 5 last year.

(Continued on page 14)

## Utilization Report Pennsylvania Potatoes

	1929	1930	1931	1932	1933	1934	Average
Production . . . . .	20965	17955	26549	21450	21357	34000	23696.0
% unfit for food . . . . .	3%	4%	4%	4%	4%	7%	4.3%
Unfit for food . . . . .	626	718	1062	858	854	2380	1083.0
Used for food							
No. of farms . . . . .	136	138	138	140	135	138	137.5
Per farm . . . . .	28	27	30	30	29	31	29.2
No. bushels . . . . .	3808	3726	4140	4200	3915	4278	4011.2
Saved for seed							
Acres grown . . . . .	189	191	195	189	200	190	192.3
Average yield per acre . . . . .	110.4	94.0	136.1	113.4	106.7	178.9	1123.2
Seed planted per acre . . . . .	17.5	17.5	18.0	18.0	18.0	18.0	17.8
Seed for planting . . . . .	3308	3342	3510	3402	3600	3420	3430.3
% planted with local seed . . . . .	78%	77%	78%	78%	78%	85%	79.0%
Acres planted with local seed . . . . .	147.4	147.1	152.1	147.4	156.0	161.5	151.9
Local seed planted . . . . .	2580	2573	2738	2654	2808	2907	2710.0
Plus 10% for shrinkage . . . . .	2838	2830	3012	2919	3089	3198	2981.0
Fed and shrinkage . . . . .	7272	7274	733	808	405	2414	726.6
Total unfit, fed, undug, food and seed . . . . .	13593	10681	17602	12665	13094	12270	8801.8
Balance available for sale . . . . .	65.0%	59.0%	66.3%	59.0%	61.3%	63.9%	14892.2
% of crop available . . . . .							62.9%
Carlot shipments							
No. of cars . . . . .	2132	600	634	194	573	573	573
No. bu. per car . . . . .	620	620	640	640	640	640	633.3
Total shipped . . . . .	1322	372	406	124	367	367	493.0
% of production . . . . .	6.3%	2.1%	1.5%	.6%	1.7%	1.1%	2.2%
% of available . . . . .	9.5%	3.4%	2.3%	1%	2.8%	1.7%	3.4%

UNITED STATES DEPARTMENT OF AGRICULTURE  
A. A. A.  
POTATO SECTION



## The Market Outlook

by D. M. JAMES

In Charge  
Fruit and Vegetable Marketing

Pennsylvania Bureau of Markets

The potato market has strengthened during the past two months, principally because the fall digging-time glut has passed, partly because the crop estimate of the United States Department of Agriculture has decreased 12 million bushels since September 1st, and also because potatoes are going into consumption rapidly. It is true that the wholesale trade is not buying ahead to any great extent, potatoes going to the consumers soon after they reach city markets but there has been an active demand with most potatoes at present in producing sections being held for higher prices.

The farm price to Pennsylvania growers has advanced approximately 20 to 25c a bushel from September 15th to November 15th. Will there be a similar advance during the next two months? It is not the purpose of this article to predict prices but rather to show market trends. There are factors which might cause this trend to be upward but there are also factors which might cause it to be downward.

The heavy producing States of Maine, Michigan and Idaho, with 20 million more bushels reported than in 1936 have shipped 170 fewer cars to date. There need be no doubt that these four States must market their crops more rapidly between now and next June in order to empty their storages. Too rapid shipments from these States would cause the market to break at any time. Fortunately there has been no disposition by shippers in those States, thus far, to overcrowd the markets.

A brighter picture is presented by the situation in the 3 deficiency producing States of New York, Pennsylvania and Ohio, which have more of the large markets than any other three States but between them have produced 3 million bushels fewer potatoes than in 1936. Also in the New England States the potato crop has fallen short of expectations. In other words, the States in which most of the large markets of the east are located are all short of potatoes and will have to depend on shipped-in supplies when local stocks are depleted.

There are several other factors which may have considerable bearing on the potato market during the winter and early spring months. The crop estimate of 391 million bushels as of November 1st includes a 22 million bushel increase in early potatoes over 1936, practically all of which have been disposed of. In other words, in considering the present supply of late potatoes in the country, the comparison should not be made between the 1936 crop of 330 million bushels and the 1937 total of 391 million, but, more logically, with 369 million, which is the 1937 production with the increase in the early crop over 1936 deducted.

This is by no means a burdensome crop of late potatoes and if consumption should continue rapid throughout the season, there may not be a large surplus to dispose of next spring. Just how fast potatoes will be used cannot be predicted. However, the indications at present point toward more rapid use for potatoes than last winter. Maine has started the most intensive publicity drive for potatoes that has ever been attempted. This will undoubtedly stimulate sales, not only for Maine potatoes but for all potatoes. A year ago, with meat and other foodstuffs generally costing consumers less than at present, potatoes were retailing from 35 to 45c a peck. At present the consumer is paying 20 to 30c a peck in Pennsylvania markets.

It is true that rail shipments of the late crop of 1937 to date is about 2,500 cars behind the 1936 shipments, although with the early crop included, rail shipments are 16,000 carloads in excess of 1936 to this date. Truck shipments have been considerably heavier this year than last. It is quite possible that if potatoes continue to be consumed rapidly throughout the season that there will be smaller stocks on hand next April than there were last April.

It is reported by the U. S. Div. of Crop Estimates that the eight earliest States intend to plant only 89% of the acreage planted in 1937, but both Florida and Texas will increase slightly accord-

(Continued on page 12)

## Survey of 1937 Potato Crop

By Potato Interests

Under direction of L. T. DENNISTON

Pennsylvania's 1937 potato crop compares favorably in total production with the average of the past five years, totaling 25 to 26 million bushels. The general quality of the crop, from a survey made during September and October, will show that the 1937 crop is superior in quality, taking the State as a whole, to crops of previous years, being considerably above the average quality of the past five years. The tubers will average good market size and will range smoother, cleaner and brighter than usual and show less insect and disease injury.

While the production west and north of the Allegheny Mountains is lighter than in previous years, the quality of the crop is good. The fine crop in the southeast area is above average in both yield and quality and will make up for most of the deficiency in the western counties. In spite of the fact that there is a large total potato crop in United States, reacting unfavorably on the price received by growers in all producing areas, there is no evidence that Pennsylvania contributed to the surplus by a reckless increase in acreage or production.

The data and information contained in this report is based on personal observations made in all producing areas during September and October. Forty-four counties were visited during this period and 187 crops inspected. Reliable information and data was secured from other counties on the condition and quality of the crop.

It is difficult to make definite assertions or draw definite conclusions on the different factors entering into the condition or quality of the crop, since these factors vary with the different sections, also with individual growers due to seasonal conditions, cultural methods and so forth. There may be exceptions to any statement that may be made for a given section, or the State as a whole.

**General Size of Tubers**—Crops to the north and west of the Allegheny Mountains, range from small to medium in tuber size. Crops in the central and extreme southeast range medium; while tuber size in the south central area, will run from medium to large.

**General Type of Tubers**—It is questionable if Pennsylvania has ever produced a

potato crop with as little second growth and as few ill-shaped tubers as the 1937 crop. Although the crop ran medium to large in the central southeast, including the Lehigh Valley areas, yet very few crops showed second growth or ill-shaped tubers.

**Brightness or Freedom from Dirt**—Due to favorable digging conditions through late August, September and early October, the bulk of the 1937 crop was harvested and stored, free of dirt and showing a reasonably bright appearance. Late plantings, resulting in late digging during the last part of October and November, had to be harvested under wet soil conditions with considerable dirt going into storage with the tubers.

**Field Rot Due to Blight**—Late blight infection, ranged from severe in western and northern counties, to moderate in the southwest and central counties, to light in the south and southeastern counties, to none in the extreme southeast. A dry September was a big factor in a low percentage of tuber rot even in the western and northern counties where blight reached an epidemic stage. A wet September would unquestionably have resulted in severe rotting and considerable less in total production and impaired the quality of the crop.

**Field Rot Other Than Due to Blight**—Bacterial rot and other types of tuber rot was not as prevalent as in other seasons, except on the late dug crops. Bacterial rot and field rots other than blight, are generally more severe under wet digging conditions.

**Stem End Discoloration**—Stem end discoloration was lighter in the 1937 crop than any crop for the past four or five years. There are a few areas where this problem is particularly acute; as an example the south central and southwestern sections. In making the survey, very few growers complained of stem end discoloration in contrast to previous years.

**Sunburn**—Sunburn was rather general in all growing sections except the west and north where the crop matured prematurely due to late blight. Injury due to sunburn was more severe with crops

(Continued on page 12)



## THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

### DAYS OF DECEMBER

Out of the Bosom of the Air  
Out of the Cloud—folds of her garments shaken—  
Over the woodlands brown and bare  
Over the harvest fields forsaken,  
Silent and soft and slow  
Decends the snow.

### CHRISTMAS

As Christmas time approaches and the Christmas spirit is prevalent, we feel privileged to lay aside all social conventions and to think of each member of the Pennsylvania Cooperative Potato Growers' Association, the producers, distributors, educators and co-workers as friends.

This message from the Association is addressed to all those with whom we have had any business relations during the past year. It is a Christmas greeting. The idea is that business, as well

as the individual, can feel the Christmas spirit.

We believe that our business, all business, is more cooperative than it is conflict. We do not regard our competitors, or those who disagree with us, as our enemies, but as rivals in serving our growers. The only way we want to beat them is by giving better service. They do us good by keeping us alert and preventing us from slumping into slipshod ways.

So here's to these competitors!

*May you all thrive, and by your rivalry keep us always up to the mark. May we never descend into bitterness or hard feeling, but each set the other a good example in fair dealing.*

We do not look upon those who are cooperating in our business as those whom we should, by hook or crook, extract as much money as possible. We want, in every deal we make, to benefit everyone interested. We believe that any transactions in which all interested parties are not profited, is bad business in the long run; we believe that all should mutually serve one another.

May you never suspect that we have taken advantage of you, never discover that we have wilfully misrepresented anything to you, never remember that we have treated you otherwise than courteously.

In our business we are trying to do our part of the world's work. You are trying to do your part. As co-workers for the general good, let us exchange generous Christmas greetings.

The Old World uses war as its method of expressing energy, efficiency and organization. Those same things we, of the New World, express in business.

We think we best serve the nation by serving the people in it, and, as far as opportunity permits, the people in other nations. By business we make life richer, more worth while.

Christmas is the great human festival. We want all our associates to feel on this day that we are bound together in the best and most humane of ties—that of service.

May we all band together for fair dealing, justice, forbearance, hope, faith in each other, enthusiasm, efficiency and a determination to do the very best we can, each in the corner in which we are placed.

And may we all stand together against

our common enemies—fear, self-distrust, discouragement, worry, petulance, suspicion, carelessness, evil thinking, self-pity and everything else that makes life wretched, work poor and play poison—against whatever loosens the sinews of our high courage.

May you all be happily surrounded by Good Cheer, Health and Prosperity. May the year 1938 shower its blessings upon you—each day unfold to you more happiness, and hold the Ship of Prosperity lingering long at your dock.

### FARM SHOW ENTRY DATES

Entries for the twenty-second annual Pennsylvania Farm Show, which will be held January 17 to 21, are now being received at the Farm Show offices in Harrisburg. J. Hansell French, Secretary of Agriculture and chairman of the State Farm Show Commission has announced.

Closing dates for entries in the various departments are as follows:

- Dec. 1—State project contest.
- Dec. 4—Horses, sheep, swine, beef cattle.
- Dec. 6—Dairy cattle.
- Dec. 11—Poultry.
- Dec. 18—Horseshoe pitching and cultural arts.
- Jan. 14—Apiary products.
- Jan. 15—Milk, corn, small grains, potatoes, tobacco, eggs, home economics.
- Jan. 16—Baby chicks, dressed turkeys.
- Jan. 17—Apples, edible nuts, vegetables, maple syrup and maple sugar, wool.

Space for commercial exhibitors has all been contracted for and entry blanks in the twenty-five competitive departments are pouring in unusually early.

Reports from more than thirty State agricultural associations, which are planning to hold their annual conventions in Harrisburg during Farm Show week, indicate that all previous attendance records will be broken if weather conditions are favorable.

In discussing the coming show, Secretary French said recently:

"The Pennsylvania Farm Show is the largest indoor farm products show in the United States and occupies the largest building of its kind in the world. Housed in a ten-acre building the Pennsylvania

Farm Show upholds the agricultural position and reputation of this great Commonwealth. Having pioneered in the colonial development of farming in America as well as in modern scientific agriculture, it was inevitable that Pennsylvania should pioneer in the development of an agricultural exposition on such a large scale.

"The Pennsylvania Farm Show is more than just a State Fair. It has the spirit of a community farm show with the character of a gigantic State exposition. It is an agricultural institution that stands alone in the world. As many as 402,000 persons have passed through its gates in a single week without charge. Entries in the twenty-five departments have attained the astonishing total of 10,656. The 1938 Show will offer 7,808 cash awards totaling \$40,672.75. Annually 325 commercial exhibitors buy space on the main floor of the Farm Show Building and hundreds of commercial exhibitors are turned away because of lack of space.

"The Pennsylvania Farm Show fits admirably into the Statewide program to encourage the production of high-quality farm products and live-stock. It has become an inspiration not only to the producers but to all the citizens of the Commonwealth. Hundreds of county and community fairs and farm products shows are held in Pennsylvania each year throughout the summer and fall months. Many of the blue ribbon winners from these exhibitions are entered in the State Show. The Show also serves in a comprehensive manner as a place where the farmers may see the latest in mechanical development for use on the farm and in the home."

**Don't Forget**  
**the**  
**PENNSYLVANIA**  
**FARM SHOW**  
**Harrisburg**  
**January 17-21, 1938**



## POTATO CHIPS

Four of the large late-crop potato States, Pennsylvania, Wisconsin, Colorado and Ohio are reported on November 1st to have produced 9 million bushels fewer potatoes than during the short-crop year of 1936, a drop of approximately 12%. Is it any wonder that the potato market has been perking up of late?

\* \* \*

'Tis rumored that because of too much tuber-borne disease resulting from Maine Certified seed planted in 1937, Pennsylvania growers will not plant as heavily from that source in 1938. Maine has a real job in the careful certification of 5,000 cars of certified seed each year. Here's hoping that this important service to potato growers the country over will not be allowed to slip.

\* \* \*

Speaking of certification, a recent pow-wow was held in Chicago at which certification chiefs of all principal potato States were on deck. Our own K. W. Lauer, recovered from his recent illness, flew to the meeting. How's the weather up there, Kurv?

\* \* \*

The Farm Show is only a month away. As usual, the potato industry of the State will have a most prominent part in the greatest indoor agricultural exhibition of the country. Most interesting potato meetings have been arranged. The latest and best in potato machinery and equipment will be displayed. The potato banquet will again be one of the principal affairs of the entire week. With a crop of the finest quality produced in years, growers the State over should enter the competitive classes, both the exhibition and the commercial.

\* \* \*

Thar's bar in them that woods above Williamsport. There's one less bear than there was, however. Phil Antes got hisself one, first day of the season.

\* \* \*

To Alexander Legge, former president of the International Harvester Co., the following statement has been credited; "Until the American farmer learns to market cooperatively, in an orderly manner, without dumping everything he has on the market at one time, he will not realize what he should be entitled to for his products. Individualism is fine to talk about from the platform; it makes the

farmer swell with pride but it doesn't swell his pocket book."

\* \* \*

Roy Wotring recently had one of his trucks stopped by an enforcement officer. Roy kept out of the 'hoosgow' and didn't pay a fine so we expect his spuds were properly marked.

\* \* \*

Because of crop shortages in western and northern tier counties, fewer potatoes have moved in Association bags this fall than were sold last Fall. Don't lose sight of the fact, however that the price level for ALL Pennsylvania potatoes has been raised by the market established by Pennsylvania Blue Labels. Relatively few of us have gotten the Pennsylvania potato industry to first base. Let's the rest of us come to bat and knock in the winning run.

\* \* \*

Was recently informed by one of our old-timers that GUIDE POST was the only farm paper that he always read from cover to cover. Not being the editor but merely a humble contributor, need I blush with shame to admit that it is the only publication coming to my home that is read from stem to stern by every member of the household?

\* \* \*

Maine growers are said to be none too optimistic about the potato market, although they do expect the price to advance from the present figure of 80c a barrel to at least \$1.00. With a severe shortage in western Pennsylvania and more than half of the crop already sold in eastern Pennsylvania, is it unreasonable to suppose that the price to Pennsylvania growers will advance from the present 70c a bushel to at least \$1.00.

\* \* \*

The rapid rise of the Chippewa and Kahtahdin to popularity is shown in the figures released by the Maine Division of Crop Estimates. Out of a total of 25,717 acres of certified seed grown in the State, 1399 acres were Chippewas compared to 30 acres in 1935 and 302 acres in 1936, while the Kahtahdin increased from 587 acres last year to 1099 acres this year. 11,117 acres of Mountains and 10,503 acres of Cobblers were certified. The new variety, Warba, had 43 acres compared with 5 last year.

(Continued on page 14)

## Utilization Report Pennsylvania Potatoes

	1929	1930	1931	1932	1933	1934	Average
Production . . . . .	20965	17955	26549	21450	21357	34000	23696.0
% unfit for food . . . . .	3%	4%	4%	4%	4%	7%	4.3%
Unfit for food . . . . .	626	718	1062	858	854	2380	1083.0
Used for food							
No. of farms . . . . .	136	138	138	140	135	138	137.5
Per farm . . . . .	28	27	30	30	29	31	29.2
No. bushels . . . . .	3808	3726	4140	4200	3915	4278	4011.2
Saved for seed							
Acres grown . . . . .	189	191	195	189	200	190	192.3
Average yield per acre . . . . .	110.4	94.0	136.1	113.4	106.7	178.9	1123.2
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% planted with local seed . . . . .	78%	77%	78%	78%	78%	85%	79.0%
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Local seed planted . . . . .	2580	2573	2738	2654	2808	2907	2710.0
Plus 10% for shrinkage . . . . .	2838	2830	3012	2919	3089	3198	2981.0
Fed and shrinkage . . . . .			733	808	405	2414	726.6
Total unfit, fed, undug, food and seed . . . . .	7272	7274	8947	8785	8263	12270	8801.8
Balance available for sale . . . . .	13593	10681	17602	12665	13094	21730	14892.2
% of crop available . . . . .	65.0%	59.0%	66.3%	59.0%	61.3%	63.9%	62.9%
Carlot shipments							
No. of cars . . . . .	2132	600	634	194	573	573	573
No. bu. per car . . . . .	620	620	640	640	640	640	633.3
Total shipped . . . . .	1322	372	406	124	367	367	493.0
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% of available . . . . .	9.5%	3.4%	2.3%	1%	2.8%	1.7%	3.4%

UNITED STATES DEPARTMENT OF AGRICULTURE

A. A. A.

POTATO SECTION



## OVER THE PICKING TABLE

by INSPECTOR THROWOUT

This old world is going to be a better place to live in when it becomes more generally known we suffer *by* our sins and not *from* our sins.

It is not what you would like to be, but what you are best fitted to do, that is going to get you somewhere in the business world.

Growers, you can't out-talk a prospective potato buyer. You will get further by out-thinking him.

This one is related about a grower in Butler County, who was undergoing a querry about the potato industry.

One of the questions asked him was:

"How many bushels of potatoes were exported from Pennsylvania in any stated year?"

After some study and consideration, he said,

"In 1492—None."

From Erie County comes the story of the man who hanged himself to a bed post by his suspenders. The verdict of the Coroner's jury was:—

"Deceased came to his death by coming home full and mistaking himself for his pants."

The fellow who measures his success by the number of contacts he makes, always reminds us of a bell-hop.

A spud grower in the Western part of the State says, "All things come to those who wait."

A Lehigh County grower answers, "But, there's too durn many waiting."

A horse must be "broke" before he will work—a ten dollar bill works too fast after it is broke. Some men won't work until they are broke.

The spinster, who insisted on calling legs 'limbs', asked the maid if she had given the canary its morning bath.

"Yes, Miss", responded the girl, "You may come in now."

Most all family automobiles are driven by the back axle, and from the back seat.

Mark Twain once said a mine was a hole in the ground owned by a damn liar. Had he lived to buy some oil stock from the same fellow, he could have said as much for an oil well.

A Luzerne County potato buyer, while attending a revival meeting, was urged to repent his sins. He wavered for a time, but finally said,

"Friends, I want to repent and tell you how bad I have been, but I dare not do it when the Grand Jury is in session."

"The Lord will forgive!" shouted the Evangelist.

"Maybe so, but He ain't on that Grand Jury."

About the busiest thing in the world is a hen scratching for one chick. We must give the hen credit for not letting up on her energy because the chick crop was not what she expected.

When the market suits you not,

Try smiling

When your tater isn't hot,

Try smiling.

When your inspector don't do right,

Or your pack isn't bright,

Sure it's hard, but then you might—

Try smiling.

Doesn't change the things, perhaps,

Just smiling.

But it cannot make them worse—

Just smiling.

Really it may help your case,

Brighten up the good old place,

And it sort of rests your face—

Just smiling.

Now that its all over, what did you really do yesterday that's worth mentioning?

### NOT FIT TO PRINT

The reporter limped up to the newspaper editor.

"Well," growled the editor, "did you get the interview?"

The newsman pointed to a pair of black eyes.

The editor banged his desk.

"We can't print a pair of black eyes. Where's the story?"

The reporter lifted his hat and displayed a huge bump on his head.

"Look," he said.

"What good is that?" howled the editor. "We can't print things like that. Didn't you get the chap to say a few words?"

The reporter wiped a bloody nose.

"Sure," he nodded, "but you can't print that either!"

### Whiterock Agricultural Lime

Pulverized Limestone  
Pulverized Quicklime  
Run-of-Kiln Forkings

Always Dependable  
and the  
Price Always Right

Write for Particulars



WHITEROCK QUARRIES  
Bellefonte, Penna.

## To Profit is to Progress!

Pennsylvania's new potato grading law brings strikingly to the attention of all growers the money value of "throw-outs". Wholesale prices of the different grades reflect this loss. Grading tests prove that crops produced from new certified seed have profitably less "culls" than those grown from second year, or inferior seed. Consider the dollar value of packing Commercials when U. S. No. 1 Grade demands sufficiently higher prices to well repay additional planting costs.



Maine: IRISH COBBLERS  
GREEN MOUNTAINS

Michigan: RURAL RUSSETS  
GREEN MOUNTAINS

Selected from certified fields outstanding in vigor and thrift. Rogued in most instances in addition to certification requirements, therefore, practically free of disease. Produced by leading growers whose experience in handling certified seed assures a dependable product.

When you have planted high quality certified seed, you will have met the first essential in producing a profitable crop. Ask for prices.

"Every Bag Must Be Right"

Dougherty Seed Growers  
WILLIAMSPORT, PENNA.



### SURVEY OF 1937 POTATO CROP

(Continued from page 5)

that were shallow planted. In observing Katahdins in the southeast section, it was very noticeable that this variety is inclined to grow close to the surface and due to its thin white skin, is quite subject to sunburn.

**Hollow Heart**—Hollow heart was confined almost exclusively to an area in the southeastern part of the State. Early reports indicated that this would be a severe factor in the marketing of the crop in this area. Inspection of a number of crops and later reports showed, that the condition was not general and could only be said to be moderate when the crop for the entire area was considered.

**Second Growth and Growth Cracks**—Neither second growth or growth cracks, could be considered a serious factor in the 1937 crop. An area surrounding the Susquehanna River in the east central part of the State, showed a moderate amount of both growth crack and second growth, particularly on the late planted crops.

**Scab**—Scab seems to be an ever changing problem. In general scab infection was not severe. There were, however, individual areas and individual growers who reported scab infection where they have not had it for a number of years. For the most part, these cases are due to excessive liming.

**Harvest Injuries**—Harvesting practices, including digging, picking, and storing, are responsible for heavy losses due to cuts, bruises, cracks and skinning of the tubers. Much remains to be done in preventing losses due to these causes. Improvement in harvest equipment and storage facilities is badly needed. In spite of the above statements, improvement has been made and the 1937 crop was harvested and stored with less injury than crops of previous years.

**Wire Worm Injury**—Injury from this source was the lightest in years and was largely confined to the west and north-west and was only severe where wire worms have been an annual problem or where old sods were plowed under, previous to planting.

**Grub Worm Injury**—Injury from this source was also light, taking the State as a whole. A few areas and more particularly, a few growers, report severe injury. Inspection of these areas would indicate that for the most part, injury

followed the use of old sods or fields that have not been in a potato rotation for a number of years.

**Field Frost Injury**—Severe frosts had not occurred at the time that the survey was made. However, frosts during late October caused considerable injury to crops yet to be dug. It is difficult to make a definite statement but the best information would indicate that 90% to 95% of the crop was harvested previous to frost injury.

**Storage Freezing**—A considerable quantity of potatoes in temporary storage throughout the central and eastern counties on November 1st, would be subject to considerable damage by freezing temperatures, unless moved to market or into permanent storage. Indications are that most of this surplus supply would go into permanent storage or on the market previous to injury, unless unseasonably low temperatures occur early in November.

**Miscellaneous**—A few isolated cases of injury due to unusual diseases, insects or from mechanical causes, occurred during the season. These miscellaneous causes of injury were very minor when the crop as a whole is considered.

### THE MARKET OUTLOOK

(Continued from page 4)

ing to present indications. It is too early to determine what effect these plantings might have on late winter and spring prices for the late crop of 1937.

In closing, the Pennsylvania grower who still has potatoes to sell may well view the present market conditions as healthy. At no time this season have market supplies become extremely heavy. Recently truck holdings in 16 principal markets have held to an average of about 750 carloads. 1,000 to 1,200 carloads are not excessive. There have been few days when supplies have exceeded 900 carloads, and consequently no temporary market gluts have resulted. It is possible that city dealers and distributors, who have purchased steadily but not exceeding current needs, may soon begin to make heavier commitments, since the market action has been steadily upward and continues to have a strong undertone. Growers in western Pennsylvania have been fortunate in having the Pittsburgh price approximately 20c cwt. higher than in Philadelphia, New York,

(Continued on page 14)

## Nittany Seed Potatoes

The new variety developed by Dr. E. L. Nixon in Potter County which is proving to be well adapted to Pennsylvania climate and soils.

A variety selected from over 3,000 seedlings for yielding ability and disease resistance—now out-yielding the Cobbler by 20.4 bushels per acre in extensive tests, and the most resistant variety of degenerative disease tested in Pennsylvania.

"A" Grade — Sized 1 7/8 to 2 1/2 Inches

\$1.00 per bu. f.o.b. Coudersport  
Spring Delivery

Write for Particulars

Sky High Seed Potato Farms, Ltd.

COUDERSPORT, PENNA.

# Boggs

## The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.



## THE POTATO CLOSED PACKAGE COMPULSORY MARKETING ACT

(Continued from page 3)

sale in Pennsylvania in closed containers without being marked"; "the use of color tags to indicate grade is mandatory"; "tags must be used on all bags, even though the bags are properly and accurately marked", and so on. A great many in the industry have failed to familiarize themselves with that portion of Section 4 of the Act reading:—

"No person shall sell, expose for sale, or transport for sale, grapes or potatoes in closed packages if the package containing them, shall bear any statement, design, or device regarding the grapes or potatoes, which shall be false or misleading in any particular."

This means that when second-hand bags are packed, unless they tell a true story of the contents, they must be first turned inside out, and if it is impracticable to mark them after turning, tags must be used. We have seen old bags from other States holding Pennsylvania potatoes, properly tagged, with information on the face of the bag entirely at variance with the information on the tag. This is a violation of law.

At no time, also, should sight be lost of the fact that grading must be accurate. Where there is any doubt whatever on this point, the potatoes should be marked "Unclassified." Misbranding has been a legal offense for years, and the Pennsylvania grower or dealer who deliberately mismarks the grade, is not only in constant legal jeopardy, but is doing injury to himself, to his market price and the market itself, and the whole potato industry of the Commonwealth. If the Pennsylvania potato industry will only discard that "inferiority complex" and realize that our product does not have to take second place to any competitor, and if it will grade honestly, pack neatly, and merchandize sensibly, it will command a place and a price in all the markets of the country comparable with any potatoes of which we now know.

It seems to me that little excuse can now exist for violating the provisions of Act 275, and since we are committed to the enforcement of it by Section 6, our duty is clean-cut and clear—to take immediate legal action when a violation is discovered.

## POTATO CHIPS

(Continued from page 8)

The shortage of Ohio potatoes has resulted in very few being offered in Cleveland and other Ohio cities. Some days the market reports show insufficient local stock to warrant a quotation.

\* \* \*

Research has made some remarkable discoveries about the effect of diet on the temperament. Psychologists announce that potatoes develop equilibrium and calm thinking, carrots calm the passions, spinach eaters are men of action while peas develop futile thinking, shallow emotions and, in women, flirting and frivolity. Can't say whether there is any truth in these findings but to play safe, better feed the "ball-and-chain" more potatoes and fewer peas.

\* \* \*

How many of us know that Pennsylvania was the birthplace of the cooperative movement in America? It is recorded that in 1732, Johann Conrad Beisel established a cooperative colony of his Dunker followers at Ephrata in Lancaster County. The Pennsylvania Dutch led the way even in those days.

\* \* \*

According to W. I. Myers, Governor of the Farm Credit Administration, one of the most serious indictments of the ordinary marketing system is that it tends to underpay the producer of high quality and overpay the producer of low quality products. An efficient cooperative organization which pays producers as nearly as possible according to the quality of the products produced can be an important factor in the gradual improvement of our marketing system and in the building of a better agriculture.

"BILL SHAKESPUDD".

## THE MARKET OUTLOOK

(Continued from page 12)

Baltimore or Washington. With New Jersey stocks nearly cleaned up and more than half of the crop already disposed of in eastern Pennsylvania, Philadelphia will soon have to turn to heavier shipments from Maine and Idaho or pay more for Pennsylvania stocks, which are being held in strong hands.

# Are You Known As A Good Potato Grower?

Reputations count, and many factors enter into securing and maintaining a good reputation. In marketing potatoes, especially in years of large production, a reputation for growing "good" potatoes may be the means of getting the price difference and trade preference which result in profit instead of loss.

"Good" potatoes have good cooking quality. Potash is now recognized as the plant-food element which most affects cooking quality. It improves the mealiness of cooked potatoes and prevents their blackening. Make sure that the large percentage of No. 1 potatoes which you aim to grow are also able to get enough potash to insure the cooking quality which housewives want.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation. Consult your county agent or experiment station about the fertility of your soil. See your fertilizer dealer or manufacturer about getting the right amount of potash in your potato fertilizer. Write us for more information and literature.

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## American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.



# A Tip For Pennsylvania POTATO GROWERS!

No matter whether the price of potatoes next season is up or down, as the result of efforts at crop control, or because of insects, blight, drought, or anything else, it will be advantageous for any potato grower to start right by planting his crop with the

## ***IRON AGE*** Potato Planter

The Band-way method of fertilizer application is a part of the Iron Age Potato Planter, and extensive tests over a period of years have shown that no other method of fertilizer application produces yields as large. And of course, in the matter of the nearest approach to 100% accuracy and uniformity of spacing, the Iron Age Planter is still in a class by itself.

By the way, have you yet traded in that one-row planter for a two-row Iron Age? Remember, it is one sure way of helping to reduce your production costs next year.

*See your dealer,  
or write us for  
literature*

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**End of  
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